United States Court of Appeals

for the Second Circuit

APPENDIX

74-1611

UNITED STATES COURT OF APPEALS

FOR THE SECOND CIRCUIT

B/P/S

REA EXPRESS, INC. Petitioner, v. CIVIL AERONAUTICS BOARD Respondent.	Docket No. 74-1611

JOINT APPENDIX - VOLUME IV - EXHIBITS

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September 25, 1974

PAGINATION AS IN ORIGINAL COPY

INDEX

VOLUME I

	Page
Docket Entries, Docket 22387	1(a)
Docket Entries, Docket 22388	13(a)
Docket Entries, Docket 26238	25(a)
Letter to Civil Aeronautics Board dated October 22, 1969	27(a)
Petition and Complaint	39(a)
Answer on Behalf of Airline Parties to Agreement, etc.	43(a)
Letter to Civil Aeronautics Board dated May 21, 1970.	101(a)
Amendment to Air Express Agreement	103(a)
Letter to Civil Aeronautics Board dated June 30, 1970	110(a)
Petition and Protest	115(a)
Complaint of Air Freight Forwarders, etc.	121(a)
Reply by REA Express, Inc. and Participating Airlines, ets.	153(a)
Order 70-7-109	174(a)
Order 70-7-110	181(a)
Petition for Reconsideration	186(a)
Letter dated August 4, 1970	212(a)
Motion for Waiver of Board's Rules	213(a)
Reply on Behalf of Airlines, etc. to Petion for Reconsideration	216(a)

Page

Answer of Air Freight Forwarders Association to Petition for Reconsideration ..... 222(a)
Answer to Petition for Reconsideration ..... 234(a)
Answer of Dept of Transportation in Support of Petition for Reconsideration ..... 240(a)
Withdrawal, in Part of Protest ..... 243(a)
Motion of AFFA to Strike "Answer" of DOT ..... 244(a)
Order 70-8-48 ..... 248(a)
Order 70-9-98 ..... 254(a)
Order 70-9-134 ..... 262(a)
Order 70-12-44 ..... 265(a)
Order 70-12-126 ..... 275(a)
Notice Dated January 18, 1971 ..... 277(a)
Motion of the Civil Aeronautics Board to Dismiss REA's Petition for Review ..... 279(a)
Order Dismissing Petition for Review for Mootness... 289(a)
Motion of REA Express to Include Priority Study .... 290(a)
Appendix G to Brief of Participating Airlines to Administrative Law Judge Shapiro ..... 293(a)
Appendix to Brief of Bureau of Economics to Administrative Law Judge Shapiro ..... 310(a)
Excerpts from Brief of Participating Airlines to Administrative Law Judge Keith ..... 311(a)

Page

Excerpts from Brief of AFFA to Administrative Law Judge Keith ..... 314(a)

Motion to Include United Airlines Information Response in Docket 23080 in the Record ..... 325(a)

Notice Dated October 13, 1971 ..... 331(a)

VOLUME II

Motion of REA Express to Include Air Express Committee Report in the Record ..... 333(a)

Notice Dated November 2, 1971 ..... 382(a)

Motion of REA Express to Include Excerpts from Express Service Investigation Transcript in the Record ..... 383(a)

Notice Dated January 3, 1972 ..... 391(a)

Initial Decision of Examiner Milton H. Shapiro ..... 392(a)

Initial Decision of Examiner James S. Keith ..... 566(a)

Motion for Consolidation ..... 637(a)

Order 72-6-27 ..... 643(a)

Exceptions of REA Express to the Initial Decision in Docket 22388 ..... 644(a)

Order 72-7-15 ..... 647(a)

Excerpts from Brief of REA to Board in Air Express Rates Case ..... 652(a)

Page

Order 73-12-36 ..... 663(a)

VOLUME III

Petition of REA Express, Inc. for Reconsideration .. 707(a)

Motion for Leave to File Document and Motion to Consolidate ..... 734(a)

Order 74-2-118 ..... 744(a)

Motion for Leave to File Document and for Extension ..... 750(a)

Concurrence of Airline in Motion of REA Express, Inc. for Extension ..... 755(a)

Concurrence of National Small Shipments Traffic Conference in Motion of REA Express, Inc. for Extension ..... 758(a)

Order 74-4-1 ..... 763(a)

Order 74-5-23 ..... 774(a)

Order 74-5-24 ..... 783(a)

Order 74-5-25 ..... 786(a)

Petition for Review ..... 806(a)

Order 74-5-74 ..... 813(a)

Statement of Position of Bureau of Economics in Domestic Air Freight Rate Investigation ..... 815(a)

Motion of REA Express, Inc. for Stay ..... 832(a)

Page

Amended Petition for Review ..... 865(a)

Stipulation ..... 872(a)

Order 74-6-117 ..... 873(a)

Order 74-6-135 ..... 876(a)

Order 74-6-136 ..... 879(a)

Petition of REA Express, Inc. to Reject Tariffs. ... 882(a)

Complaint of REA Express, Inc. against United Air Lines, Inc. ..... 885(a)

VOLUME IV

Exhibits

Express Service Investigation

AAB-100 ..... 912(a)

AAB-200-328 ..... 923(a)

AAB-600-603 ..... 1055(a)

AFFA-IR-1A-1G ..... 1200(a)

AFFA-IR-7 ..... 1222(a)

AFFA-IR-9A-9G ..... 1223(a)

AFFA-IR-16 ..... 1230(a)

AFFA-101 ..... 1238(a)

AFFA-123-129 ..... 1239(a)

AFFA-312 ..... 1246(a)

AFFA-403 ..... 1247(a)

AFFA-408 ..... 1253(a)

Page

AFFA-700 ..... 1254(a)

AFFA-900 ..... 1256(a)

AFFA-R-1-2 ..... 1258(a)

AFFA-R-4-5 ..... 1260(a)

AFFA-R-9-11 ..... 1262(a)

AFFA-R-13 ..... 1265(a)

AFFA-R-15 ..... 1266(a)

AFFA-R-20-21 ..... 1267(a)

AFFA-R-T-1-2 ..... 1269(a)

AFFA-SR-1 ..... 1284(a)

VOLUME V

DAX-IR-1 ..... 1286(a)

EAF-1 ..... 1291(a)

EAF-17 ..... 1295(a)

EAF-21 ..... 1299(a)

EAF-R-26 ..... 1301(a)

EAF-R-T-4-7 ..... 1333(a)

EX-1 ..... 1352(a)

NED-203 ..... 1357(a)

NED-403 ..... 1358(a)

NED-410 ..... 1359(a)

NITL-DE-1-2 ..... 1360(a)

Page

PA-IR-801-803 ..... 1376(a)

PA-121 ..... 1506(a)

PA-304 ..... 1508(a)

PA-314 ..... 1531(a)

PA-402 ..... 1534(a)

PA-406-407 ..... 1535(a)

PA-423 ..... 1538(a)

PA-T-3 ..... 1540(a)

PA-T-5 ..... 1543(a)

PA-R-101 ..... 1549(a)

REA-201-202 ..... 1550(a)

REA-204-205 ..... 1566(a)

REA-212 ..... 1569(a)

REA-319 ..... 1570(a)

REA-326 ..... 1571(a)

REA-331 ..... 1591(a)

REA-335 ..... 1598(a)

REA-349-352 ..... 1600(a)

REA-354 ..... 1610(a)

VOLUME VI

REA-401 ..... 1645(a)

REA-T-2 ..... 1682(a)

Page

REA-T-8-9 ..... 1683(a)

REA-R-1215 ..... 1686(a)

WW-IR-II 1 ..... 1690(a)

Investigation of Air Express Rates

PC-300-314 ..... 1694(a)

REA-IR-23K ..... 1729(a)

REA-1000-1001 ..... 1737(a)

REA-REB-2100 ..... 1755(a)

Domestic Air Freight Rate Investigation

REA-R-T-1 ..... 1759(a)

Transcript

Express Service Case Hearing

Testimony of Mr. De Voursney, Participating Airlines ..... 1701(a)

Testimony of Mr. Campbell, Participating Airlines ..... 1783(a)

Testimony of Mr. Eichner, Participating Airlines ..... 1785(a)

Testimony of Mr. Dravis, REA ..... 1821(a)

Testimony of Mr. Kole, REA ..... 1837(a)

VOLUME VII

	Page
Testimony of Mr. Miltenis, REA	1845(a)
Testimony of Mr. Magee, REA	1857(a)
Testimony of Mr. Ward, REA	1865(a)
Testimony of Mr. Pazzi, REA	1869(a)
Testimony of Mr. Moore, REA	1870(a)
Testimony of Mr. Benson, REA	1872(a)
Testimony of Mr. Scott, REA	1873(a)
Testimony of Mr. Weber, REA	1876(a)
Testimony of Mr. Cole, REA	1877(a)
Testimony of Mr. Maixner, REA	1879(a)
Testimony of Mr. McNulty, Emery	1880(a)
Testimony of Mr. Williams	1881(a)
Testimony of Mr. Wilson, Shipper Leagues	1891(a)
Testimony of Mr. Morse, Shipper Leagues	1918(a)
Testimony of Mr. Heine, Shipper Leagues	1920(a)
Testimony of Mr. Green, Shipper Leagues	1926(a)
Testimony of Mr. Stewart, Shipper Leagues	1933(a)
Testimony of Mr. Leslie, Shipper Leagues	1939(a)
Testimony of Mr. Joy, Shipper Leagues	1940(a)
Testimony of Mr. Benoit, Shipper Leagues	1950(a)
Testimony of Mr. Belser, Trans-Air	1952(a)
Testimony of Mr. Byrne, REA	1955(a)
Testimony of Mr. Dean, REA	1957(a)

Page

Testimony of Mr. Byrne, REA (continued) ..... 1960(a)
Testimony of Mr. Kerrigan, REA ..... 1964(a)
Testimony of Mr. Ryan, AFFA ..... 1974(a)
Testimony of Mr. Shulman, AFFA ..... 1980(a)
Testimony of Mr. Dworshak, AFFA ..... 1981(a)
Testimony of Mr. Hecteman, AFFA ..... 1984(a)
Testimony of Mr. French, Emery ..... 1985(a)
Testimony of Mr. Ermer, AFFA ..... 1986(a)
Testimony of Mr. Currier, AFFA ..... 1990(a)
Testimony of Mr. King, Emery ..... 1999(a)
Testimony of Mr. Stern, Bor-Air ..... 2007(a)
Testimony of Mr. Wrin, Southern Pacific ..... 2018(a)

Express Service Investigation Oral Argument

Argument of Mr. Mathews, REA ..... 2021(a)
Argument of Mr. Bernhard, Participating
Airlines ..... 2031(a)
Argument of Mr. Haffer, AFFA ..... 2046(a)
Argument of Mr. Ryan, Emery ..... 2051(a)
Argument of Mr. Blum, BOR ..... 2054(a)
Reguttal Argument of Mr. Bernhard, Participating
Airlines ..... 2055(a)
Investigation of Air Express Rate Hearing ..... 2056(a)

Express Service Investigation
CAB Docket 22388

Exhibit AAB-100
Page 1 of 11

STATEMENT OF JOHN WILSON, GENERAL TRAFFIC MANAGER,
ALLIED AMERICAN BIRD COMPANY
DIVISION OF HARTZ MOUNTAIN PRODUCTS,
DIVISION OF HARTZ MOUNTAIN PET FOODS, INC.

My name is John Wilson. I am the General Traffic Manager of Hartz Mountain Pet Foods, Inc., with offices at 50 Cooper Square, New York, New York. My duties encompass all transportation matters pertaining to the successful distribution of the products of Hartz Mountain Pet Foods, Inc., as well as their divisions. I am charged with all negotiations with all common carriers that we utilize and, as part of my responsibilities, I oversee the distribution of live birds throughout the geographical United States for Allied American Bird Company.

We are only a segment of the en ire pet industry which relies on the transportation of live animals through the transportation means available to it, and the pet industry, according to our trade publications, generates sales of approximately three billion dollars a year, a substantial segment of our economy. This entire industry is dependent upon the successful humane transportation of live animals to retail outlets and ultimately into the hands of the consuming public.

Allied American Bird Company, a division of Hartz Mountain Pet Foods, Inc., maintains distribution facilities for live birds in both New York and Los Angeles. From these two points, we rely upon air express, and, with respect to a small portion, on Railway Express to handle our outbound shipments to the various variety

chains and pet shops who place their orders with us.

The species of birds we ship are parakeets, canaries, finches, and some species of parrots. The parakeets are bred in Oklahoma, Texas, Florida and California. They are shipped from these states into our facilities at either New York or Los Angeles via air express, as well as air freight.

Allied American Bird Company has employees who operate over pre-determined routes purchasing birds from the breeders. Our employees' routes are so designed that at the end of a day they terminate at an airport city, and these shipments are tendered to the various airlines as air freight consigned to us in New York. Those breeders who are not on the routes serviced by Allied American Bird use both air freight and air express to send their shipments to us in New York and Los Angeles. In the case of air freight shipments consigned to Allied American Bird in either New York or Los Angeles, we maintain a vehicle specifically equipped to handle live birds for pickup at the airport.

Those birds that we pick up at the airlines facilities at the airport and those shipments sent to us via air express are delivered direct to our premises. Upon receipt of these inbound parakeets, we maintain them in quarantine condition and treat them with medication to ensure that at the time we ship them to our customers they are in prime, healthy condition.

Canaries are of a seasonal nature, and our sources of supply are abroad. All our canaries are received via air freight from

the country of origin. The same is true of finches. Allied American Bird is affiliated with health stations located in Mexico and in Columbia at which the parrots of the various species we handle are medicated under United States Department of Health supervision, before they are imported into this country. All of the parrots received by Allied American Bird Company are shipped into us via air freight.

Allied American Bird Company maintains records of all of our inbound shipments and, when we are certain that the birds are in prime condition, we utilize our stock for filling orders on hand and ship in small shipments via air express. For short distances, from our distribution facilities, we use surface express.

It is apparent from the foregoing that the entire bird industry is totally dependent upon air transportation and that the ability of Allied American Bird to distribute birds nation-wide attracts traffic to the airlines both as air express and as air freight. Allied American records show that we have tendered to air express in excess of sixty thousand shipments per year. These shipments were all consigned to variety stores or pet shops, and the great majority fall within the range of shipments subject to the minimum charges assessed by air express. Approximately 80% of this traffic originates in New York and 20% originates in Los Angeles. Because of the inherently perishable nature of the commodity we ship, it is of prime importance to have air transportation geared to store-door delivery available to fill our distribution requirements. Live creatures are packed with ample water and food and must be afforded the quickest elapsed time in

transit so that they arrive in a prime condition. Any other type of transportation would not produce the results we now enjoy with air express. We are primarily concerned in ensuring that the live creatures we deal in are afforded the most humane handling that our present technology can provide.

Our experience has shown that air express is the only transportation service available to us to move our live creatures to pet shops and retail stores, and this is true to the best of my knowledge regarding the entire pet industry's live creature transportation requirements. Our research into the tariffs on file with the Civil Aeronautics Board shows that at least 50% of the tariffs we examined of the air freight forwarders specifically exclude by tariff rule handling of the pet industry's traffic in live creatures. In recent emergencies we have attempted to explore possible alternatives for the distribution of our live birds, and after repeated inquiries of air freight forwarders, we drew a complete blank, as no air freight forwarder would accept our traffic.

Another feature of the air freight forwarders is that they have no predictable times in transit equal to that now afforded us by air express, whose priority air craft loading has proved so beneficial to the humane handling of live animals and has permitted the pet industry to grow and prosper. In the past ten years during which I have been personally involved in live creature transportation, I know of no alternative means of transportation that would satisfy the requirements of Allied American Bird Company.

In order to test my years of experience against the current facts of hard reality, I arranged to have a clerk in the law offices of Arsham & Keenan at 233 Broadway, New York, New York, check with every name listed under the heading, "Air Cargo Services" in the Manhattan Classified Telephone Directory, which did not indicate either that the company was an airline or that the company specialized in international transportation. At my request, Arsham & Keenan instructed Mr. Gregory P. Keenan as to the method to use in making these telephone requests for pickup and air transportation services for live creatures. The result of Mr. Keenan's endeavors in this area is attached hereto as Exhibit AAB-600. This exhibit lists the reactions of the public representatives of air freight forwarding firms, and the results produced by these tests adequately confirm my contentions.

My experience is that the airlines in their air freight services do offer transportation for live creatures for shippers who utilize air freight services exclusively for inbound shipments both domestically and internationally but, because of the complete lack of transportation services accessorial to air freight service, we have found it expedient and economically feasible to maintain our own employees driving our vehicles for direct pickup from the bird breeders to ensure that our stock in trade receives handling that we consider humane. If we were dependent upon the accessorial services offered to the general public, we are afraid that we would be faced with circumstances extremely detrimental to our ability to continue in business.

I would like at this time to explain how bird breeders operate. They are generally small independent people who raise birds to supplement their pension or, in certain instances, they raise birds to keep them off the relief rolls in various states. I have personal knowledge of many bird breeders whom I have met over the years. I have found that they are sincere individuals attempting to make ends meet by raising birds as a basic source of income or to supplement the meagre incomes they have. The state rehabilitation director of Oklahoma has taught many handicapped people the art and techniques of raising parakeets for sale.

Our buyer sets out on a route, stops at the premises of a bird breeder who is aware that he is coming and who has selected those birds intended to be sold. Our buyer physically examines by hand each bird that he purchases and pays for these purchases at the spot with a check. He then places the birds in a wooden crate in his station wagon and moves to the next breeder. In a few instances we have found ground service facilities such as Mistletoe Express who are solicitous enough to give humane handling to live animals, and we have used Mistletoe Express from Waurika, Oklahoma to Oklahoma City, and this service has proved satisfactory. Unfortunately for the rest of the geographical United States there are no Mistletoe Expresses, so that we must depend upon our own personnel for proper handling of air freight shipments for delivery to the airport.

Those bird breeders who are not on the routes of our employees, if they have a shipment large enough that the mechanics dictate air

freight, drive the necessary mileage to the airport and tender to the airlines direct those birds they are shipping. If the shipment is small they utilize air express either by arranging a pickup out of their premises or deliver the birds to the air express office at the airport. Thus the speed and quick transit time necessary for the proper handling of live birds is afforded us for our smaller shipments inbound by air express. For our larger shipments which move air freight, we have found it expedient to utilize our own vehicles for the handling to and from the airport.

Of our 60,000 shipments a year outbound from New York and Los Angeles, we monitor the services afforded by air express on an exception basis, relying upon the consignees to inform us of any air express service deficiency. It has been our experience that prompt service with an elapsed time of one and a half days is afforded the greater majority of our shipments. The complaints that we have received for late delivery have been exceptionally small and, in the past year, the only complaints that we have received were due to the cessation of service rendered to air express by Mohawk Airlines due to a personnel strike. We then can place complete reliance upon air express for efficient transportation services from our facilities direct to the doors of our customers. In contrast, I want to point out that due to the complete lack of dependable services from other forms of air transportation, we have found it necessary to maintain our own vehicles for pickup at the airports.

To sum it all up, my experience has shown that there is no alternative means that presently exist from which Allied American Bird can secure delivery services in connection with the transportation of live animals from our facilities to retail selling points throughout the United States. Air express is to the pet industry the key which gives us the ability to remain viable and no other means of transportation could satisfy our transportation requirements.

Unless Allied American Bird Company can successfully distribute birds on a nation-wide basis, the bird breeders that are scattered throughout numerous states would face hardships that would deprive them of their livelihood, and no national market would exist for the product they work so hard to raise. A dramatic illustration of the plight faced by these bird breeders is Exhibits AAB-200 and AAB-300, as well as the exhibits in the same series. These are statements of bird breeders who market their product to us, and were obtained in August of 1970 in a form of affidavits to be filed in the United States District Court in the District of Columbia to support Allied American Bird's petition to that court for an injunction against the airlines' attempted embargo of air express. The airline partners of air express had issued an embargo on all air express traffic to become effective by 1:20 AM, August 1, 1970. My purpose in obtaining this affidavit was to demonstrate the situation that would ensue from the discontinuance of air express services. I obtained these affidavits in a hurried trip that took two days. I first went to Abilene, Texas and spoke with our represen-

tative, an Allied American Bird buyer, and I requested her to explain the situation facing Allied American Bird to those bird breeders that she purchased from, and these affidavits from Abilene, Texas or the neighboring area are a direct result of her efforts in securing support.

I then went, on the same day, to Waurika, Oklahoma where I had requested Mr. K. Scott to get together as many people as he could so I could personally explain the then current situation. When I arrived at Mr. Scott's home at approximately 9:00 PM that night, I found between 40 and 50 people gathered on the lawn waiting patiently for me to explain the situation. After outlining the situation, they left, and at 6:00 AM the following morning I was back at Mr. Scott's home with a notary public and found a long line of people with their affidavits already made out waiting for me and the notary public so that they could notarize their individual statements. I have the notarized originals of this statement in my possession and they are, of course, available for inspection by any party to this proceeding at my office in New York. These statements, documents, and affidavits show the prime importance of air express service to the people who signed them. While it would be economically impracticable to present each person for cross-examination, Allied American Bird is willing to bring to this hearing and present for cross-examination two or three of the individuals who have submitted their affidavits that the air carriers or the air freight forwarders might select.

It would be useless for any air freight forwarder to become an air express carrier unless that freight forwarder is compelled to include within the scope of his services and geographical coverage the availability for the pickup and delivery of live creatures. Furthermore, it would do the pet industry the greatest harm if the scope of services were to be accompanied by the very high minimum shipment charges which must now be paid to obtain air freight services. At the present time, REA maintains a fleet of several thousand service vehicles in an effort to provide the now existing air express pickup and delivery throughout the country. Without a concern operating a fleet of this size area, air express service would be curtailed in all of the many thousands of small communities who are now afforded this service. It is alien to my concept of transportation to equate air freight forwarding services to air express services, which would be conceivable to comparing dross with gold as far as the pet industry is concerned. It is my understanding that the fleet of vehicles operated by air express is at the present time under-utilized and that REA Express is having difficulties creating a profit from these operations. It is difficult for me to see as to how a diversion of traffic from REA in the air express market to the air freight forwarders, who only serve major population centers, will have any effect other than to increase the idle capacity costs of air express and eventually force the public to pay a higher level of rates for air express service. In other words, the solution to the problem of increasing the efficiency and maintaining the price level of the air express operation

appears to be a further concentration of air express traffic to be handled by a single firm, and in regulatory action, which will protect the public interest and increase the traffic flow for air express and reduce idle capacity costs.

Exhibit AAB-200

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. MELVIN HOOPER

The supplemental income I receive from the sale of birds means much to our livelihood. We have a teenage son in high school and I also care for an invalid mother-in-law which makes it impossible for me to accept outside employment. Teh loss of this income would have a disastrous effect on our well being.

This business of raising birds for sale means much to those that are widowed, disabled, and of a low income.

The air express has taken care of bird shipping for some time so why stop this service now when the bird business means so much to so many.

Exhibit AAB-201

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. JAMES HEGWALD

I am Mrs. James Hegwald, Chickasha, Oklahoma. I have three children My husband has a vertebrae in his back broken and cannot do any heavy work. My youngest son is totally deaf. He attends Jane Brooks for the deaf. The tuition there is $3.00 for a six hour school day, that adds up. My oldest daughter is handicapped by a birth defect.

As you can see we are permanently in a tight spot financially. The birds were our only hope of having an income we could depend on. I had hopes of being able to quit my job at the hospital.

We went into debt to get set up in the bird business. I don't know how we can live without being able to ship the birds by air express.

Exhibit AAB-202

Express Service Investigation
CAB Docket 22388

STATEMENT OF GEORGE R. WALK

I, George R. Walk, live at Healdton, Oklahoma. My wife and I are over 60 years of age, we are not skilled in any profession and are unable to work. We depend on the money we get from raising parakeets to exist.

If air express for shipping parakeets is prohibited, then we will suffer for the necessities of live.

Exhibit AAB-203

Express Service Investigation
CAB Docket 22388

STATEMENT OF MEYRINE OWIEN

If the air express transport doesn't carry our birds (who will)? We will be needing help from someone for we need the money to help make my living.

Exhibit AAB-204

Express Service Investigation
CAB Docket 22388

STATEMENT OF GARY K. SCOTT

I Gary K. Scott residing at 1020 North Ash, Waurika, Oklahoma have been informed of an air express embargo which, if allowed, will ruin my bird business.

I have been producing birds for six years and it is now my sole means of supporting my family. Slightly over a year ago, I quit my job and moved to Waurika. This move was made in order that I might help my father who is now almost totally blind. In order to make such a move it was necessary that I go heavily in debt with a large portion of said debt being attributable to setting up my bird business.

Waurika is a small town and there are very few jobs available. With my father's disability, it was necessary that he have some help and the only way this could be accomplished was for me to move back to Waurika. Since there were no jobs available and I practically greq up with parakeets, it was logical that I go into the bird business.

My father's vision is continually getting worse and consequently I am having to take on more and more of the responsibility for him as well as take care of my business. As we are both involved in the production of parakeets and are totally dependant upon it for a living, we would be totally ruined if our birds could not be sold. I hasten to add that we could not sell our birds if they could not be transported as usual. I therefore, would be left not only without any means of supporting my family but with a large debt with no possible way of paying it.

Exhibit AAB-204

I might also add that many hours of my time have been spent in helping people to get into the bird business, many of whom would also be ruined. Many of these people are elderly or handicapped and have no other possible way of making a living. The production of birds is something that can be done by many people who could not gain employment due to a disability of some form. It is for this reason that I have encouraged and helped these people to go into the bird business.

Air express is the only means we have of distributing our birds throughout the nation in the proper quantities and the proper areas to maintain our market. It is, therefore, imperative that air express for live birds be continued or countless people, including myself, will be left destitute.

Exhibit AAB-205

Express Service Investigation
CAB Docket 22388

STATEMENT OF INA DAVIS

I, Ina Davis, Waurika, Rt. 1, Box 61 am very concerned about selling my birds. These birds are our only income and we really need what we make off them.

If we lose air express we will not have a market for our birds.

Exhibit AAB-206

Express Service Investigation
CAB Docket 22388

STATEMENT OF GUY T. DILLAN

This is a small community and this type of business is important. I have three children age eleven months, four and six years old.

I have $1500.00 invested which I haven't sold any birds to gain my investment back. We have planned to enlarge our business if we find we are able to profit on the investment. To stop shipment of these birds by air express would hurt our county.

Exhibit AAB-207

Express Service Investigation
CAB Docket 22388

STATEMENT OF ORA LEMONS

I went into the bird business to supplement my husband's income due to his bad health and to send my two children to school. Doing away witn air express would create a hardship as we build a new bird building in March. We depend on our bird business for a monthly income and therefore must have air express.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-208

Page 1 of 1

STATEMENT OF FRANCES HALL

We live on a farm, 5 miles south of Waurika, Oklahoma, and have just recently invested $3000.00 for birds and equipment to raise parakeets.

We will have a total loss of the $3000.00 if we are not able to market the off-spring of these birds.

We have two children, and $3000.00 would go a long way for clothes and feed for them. We are really going to hurt if we do not get something in return for the $3000.00 we have invested.

We sincerely hope there is some way this shipping problem can be worked out. Please keep this air express service available to us.

Exhibit AAB-209

Express Service Investigation
CAB Docket 22388

STATEMENT OF M. H. Mc DONALD

Shipping birds by air is essential to the welfare of myself and my family because my income from birds I raise furnishes a substantial part of our living expenses. It is also the source from which I hope to put my children through college.

Stopping air express for birds would adversely affect the sale of birds and would therefore adversely affect the present and future of myself and my family.

Exhibit AAB-210

Express Service Investigation
CAB Docket 22388

STATEMENT OF CHARLENE BROWN

If Air Express Service is discontinued it will create a financial hardship on me and my family.

I borrowed money to build a birdhouse and to buy birds and it will be impossible for me to make payments on my home which I put up as collateral if Air Express Service is discontinued.

I have three boys to educate and I am depending on the income from my birds to help do this.

I am depending on the income from the sale of my parkeets to do so many things for my family and I feel that Air Express Service cannot possibly be discontinued at this time.

Exhibit AAB-211

Express Service Investigation
CAB Docket 22388

STATEMENT OF J. C. MOSONER

Due to high cost of living and to help send my girl to college it is important to keep our bird market.

Air express is the only way we can ship live birds. I feel that this service should be continued.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-212

Page 1 of 1

STATEMENT OF H. L. HOUSTON

I have been raising birds for about 4 years to supplement my income because I have a heart condition and cannot work for the public. So you see air express is very important to me and hope they will continue to serve us. I have a small girl in school and without this income would certainly make it hard for us.

Exhibit AAB-213

Express Service Investigation
CAB Docket 22388

STATEMENT OF BETTY ALEXANDER

My bird raising is not for a hobbie. It is to suplement my husband's income. In this way I can earn extra money and care for our children and home.

A few mo. ago we moved to an acerage out of town, with an old unrepairable house. Without this air express for shipment of birds we will not be able to provide an adequit home for our family.

Exhibit AAB-214

Express Service Investigation
CAB Docket 22388

STATEMENT OF LOIS RICH

I started raising parrakeets to eventually have a supplement to my husbands income. I bought 106 birds, as a starting flock. I also had to build a building, buy cages and seeds. In all, this means an outlay of approximately $1,000.00. I have also put in many hours of care and worry that cannot be covered by a money value.

As yet on my investment of this amount I have recovered only $343.00. I have around 50 baby birds that will soon be ready for shipment. So, I cannot expect to have my investment back for quite some time.

In the past week I have discovered my husband has a bad heart condition and my birds will soon be our sole income.

Many people in this area have also invested in this business for much the same reasons. This has become a way for people to add to their income or be their only income. To lose our outlet and transportation at this time will be a severe financial blow to all of us. We hope that some way may be found tosolve this problem. We must continue to have air express for shipment of our birds to market.

Exhibit AAB-215

Express Service Investigation
CAB Docket 22388

STATEMENT OF CHRISTINE NEWELL

I, Christine Newell (widow) age 53, Comanche, Okla., live alone and make my living raising parakeet birds and puppies. I've raised parakeets for a year and have raised puppies for 9 years. I sell birds once a week and they are all shiped via Air Express.

I am also requested on various occasions to ship puppies via Air Express. So without Air Express for live animals my livelihood is nil.

Exhibit AAB-216

Express Service Investigation
CAB Docket 22388

STATEMENT OF IMOGENE BROVINGS

It is quite a shock to learn there has been a restraining order issued on shipped livestock by air express.

Last August we invested $10,000.00 in a building and necessary equipment for raising parakeets -- this was all borrowed money. It will take some time to get the return of our investment, much less make a profit.

We have tried so hard to prepare for retirement. Our daughter enters college in September -- our son will enter in three years. This, we hoped, would be financed by the parakeets. Cost of living -- cost of a formal education -- has inflated so fast that in spite of working all the time, it is difficult to keep our heads above water.

If parakeets can't be shipped by air express, it would bankrupt us and probably make it impossible to send our children to college.

Exhibit AAB-217

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. MARIE CLINGMAN

It looks as though the people who half to do any and everything they can to make a living are the ones who always fall in the path of hard luck.

If we cannot sell our birds it will almost be impossible to live for we are just barely getting by now the hard way for everything we half to buy. Groceries, medicine etc. are completely out of reach. Anyone who has plenty of money doesn't understand or care about their fellow man. These are trying times and all we can do to barely get by.

I am crippled and not able to get a job anywhere else and I can manage to get around to take care of my birds which helps take care of my medicine and doctor bills. Without the selling of my birds I don't know how we can get by without the air express we will be unable to sell our birds.

I cannot get help from any other source for being crippled and disabled so I depend fully on my birds for help.

Exhibit AAB-218

Express Service Investigation
CAB Docket 22388

STATEMENT OF GEORGE S. ANDERSON

As the Mayor of Waurika, Oklahoma, I ask that the Air Express Service, REA, be continued, because of the backward effect it will have on this town and its trade areas. Waurika merchants have increased their income considerably because of the bird market at Waurika. The Banks have money loaned out to people who are intending to repay these loans with income from this market. I personally believe that without the bird market income some boys and girls would not have gotten a high school education. I know families that have birds for an added income. There are people in an age bracket which cannot get a job with a proper income to support a family properly. To the town of Waurika and its trade are the bird raisers are like an industry, which would employ men, women and children of all ages from all walks of life the year around.

Again I sincerely ask that the Air Express Service be continued, because of the backward effect this will have on the hundreds of people involved.

Exhibit AAB-219

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. JIM ROBINSON

I Mrs. Jim Robinson is having to raise birds to help make the living. My husband has had three heart attacts. At my age and physical conditions I cannot hold down a public job, but can take care of my birds. Air Express is our only way to sell birds.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-220

STATEMENT OF FRANCES CHAMBERS

I, Frances Chambers, reside in Comanche, Oklahoma, P. O. Box 522. Comanche is a town without industry. I am the mother of two children and due to circumstances the head of this household. (My husband has had brain surgery). The income from breeding birds for the pet market permits us to be independent. It would be a hardship to this family not to be able to ship these birds to the consumer outlets. There would be no market! We need Air Express!

Exhibit AAB-221

Express Service Investigation
CAB Docket 22388

STATEMENT OF JACK VANDUNITIC

Our birds are and will help educate our children, age 11 and 13, they also help work with the bird to make a little spending money. My 8 hr. job just doesn't pay enough for us to live on and to educate our children we need this side job with the bird so if the air express transport stop carrying the bird we will be hurt badly.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-222

Page 1 of 1

STATEMENT OF S. T. CAMPBELL

I am depending on my birds for a living. Air express service is essential to me.

Exhibit AAB-223

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. MILO SCOTT

I have been using air express for ten years or more for the transportation of my birds, and if this embargo goes through it will cut off our living. In 1955 my husband had a heart-attack which was followed by several more, he gradually become worse and in 1964 he had to undergo open heart surgery to live, therefore our living is almost interly up to me to provide, and the loss of this air express would deprive us of a living. On account of my husband's condition we have had and will continue to have many hospital, drug, and doctor bill to pay. The money we receive from the sale of birds is very necessary to pay these bills.

I put our teenage son through high school and three years of college mostly from the sale of birds, without this money from the birds it would have been impossible.

I sell birds once a week ten months out of the year.

Exhibit AAB-224

Express Service Investigation
CAB Docket 22388

STATEMENT OF RUTH CASH

The court action against the Air Express shipping birds will affect me very much. I have been in the bird business for 1 1/2 years and sell every week. We are getting started on the farm and the money from these birds help us in many ways, from clothing, food, utility bills for us and our 3 children, plus a number of other necessities.

I hope this can be stopped as it will not only hurt me and my family but friends and neighbors all around this territory.

Exhibit AAB-225

Express Service Investigation
CAB Docket 22388

STATEMENT OF HOPE GROVER

In regard to shipping birds I am a widow housewife and will be 70 years old the 22 of this month and I have bin in the bird business about 7 years. My husband died in 1961. I am trying to work with my birds to help meet my bills. I cant live on just Social Securty and am to old to get work away from home and I sure dont want on wellfair. Please continue air express.

Exhibit AAB-226

Express Service Investigation
CAB Docket 22388

STATEMENT OF NELDA SUE ROARK

I worked in a factory for seven years. I had three children in these seven years. We had to have the extra income to live. My health became bad and I couldn't work that is when I got birds. We need this money that we will make off of my birds to live.

I live at 616 East B, Waurika, Okla. I have been in the bird business eight months. We sincerly hope that Air Express continue to serve us.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-227

Page 1 of 1

STATEMENT OF SUE LINTON AND YVONNE WEATHERLY

We have just started in the bird business and have invested $3500.00 in it so as to have an income to educate our children. Their ages are 4, 6, 15 and 17.

If air express is cancelled we will have no way to get our birds to market and no way to pay back the $3500.00 we have borrowed and invested.

Exhibit AAR-228

Express Service Investigation
CAB Docket 22388

STATEMENT OF DONALD R. STUART
THE WAURIKA NATIONAL BANK

It ha. come to our attention that air express service on live parakeets will be discontinued in the near future.

This decision will work an extreme hardship on one of our most important industries in this area. Parakeets are big business here. In fact, forty-nine individuals are in this business that is locally financed with no help from Federal or State Governments. The parakeet industry is the largest industry in our community and adds tremendously to the economy of our area.

In order to keep this industry solvent, air express service is necessary and very imperative for the forty-nine families that derive most of their income from the sale of parakeets.

Please don't let this service be discontinued!

Exhibit AAB-229

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. BILL STRAUD

My family have just become interested in birds. We have just started in the bird business. We have invested $2500. The proceeds from our birds will be put into an educational fund for our three children. Our children are now at the ages of twelve, eight and six. Our birds are also giving our children an education taking care and becoming interested in them. The stopping of air express transport will definitely stop their future. We are residents of Ringling, Oklahoma. Air express is the only way of delivering birds to the consumer outlets and without them there will be no market for our birds.

Exhibit AAB-230

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. T. L. ROGERS

I, Mrs. T. L. Rogers who resides on Rt 1, five miles south of Comanche, Oklahoma, am a breeder of parakeets, which are shipped weekly by our wholesaler, air express.

If we are unable to ship our birds it will ruin us financially, as we have all our savings tied up in two bird houses, and several thousand dollars worth of equipment, and breeder stock.

My husband has had one back operation and will continue to have a bad back. He is unable to work quite often. I depend on my birds to see us through the times he is unable to make us a living.

We have four daughters ages eight to fourteen who have had a good education and if I can continue my bird breeding I can make sure they continue to get the education so important to them. I might also add our birds make us self sufficient and not on welfare paychecks.

Exhibit AAB-231

Express Service Investigation
CAB Docket 22388

STATEMENT OF LAWANA CRAWFORD

I started raising parrakeets to eventually have a supplement to my husbands income. I purchased 100 birds as a starting flock and hoped to increase this in the next six months as the first flock started to pay off. We have already made plans to build a larger building to house them. This all based on the fact that there is a market and transportation to ship them.

I have invested approximately $300.00 in birds so far. This is just the monetary amount invested, not the time, care and worry devoted to them. We have not as yet sold any birds but have some in the holding pen ready and over 50 more from newborn to fully feathered birds.

Quite a number of people have followed this same line of thinking and have invested in them. This is a small business to most of us and quite a bit of money is involved. To find that there now is no way to ship them will in fact be quite a loss. We sincerely hope that some way for all of us to ship our birds may be worked out. We need to be assured of air express for the continuation of our business.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-232

STATEMENT OF MRS. JEFF WORTHAM

I can assure that raising birds is no hobby. I want to make enough money to supplement my husbands disability check which isn't enough for us to live on without me working. Raising parakeets makes it possible for me to help and take care of my home to. Without air express this cannot be done.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-233

Page 1 of 1

STATEMENT OF ZOLA JACKSON

I am very concerned about this. I have a lot invested in this business, in building, cages, also birds. Im to old to work, but not old enough to get social surcuty. This is very bad for me as I depend on this for my living. Air express is the only way of delivery.birds from here. Without air lines we will have no way of market for them. This would be a great disaster for ever one concerned.

Exhibit AAB-234

Express Service Investigation
CAB Docket 22388

STATEMENT OF MAUD HENDERSON

I am very much interested in this. This would just ruin me, for I am a widow, and this is the only way I have for my living. I have a lot invested in buildings and birds. I hope this can be cleared up soon. Air express is the only way we have for delivery, as we have no other way to market. This would be a bad thing for ever one.

Exhibit AAB-235

Express Service Investigation
CAB Docket 22388

STATEMENT OF CARL W. HATCHER

I raise parakeets commercially. I have been in this business for approximately one year.

Beside a small V. A. disibality check each month, bird raising is my only source of income for myself and aged, widowed mother, with whom I make my home.

Air express is essential to our livelehood because there is no other adequate means of shipping my birds to market.

I went into debt for a considerable amount to get into this business, and loss of air express service would be disastrous.

Exhibit AAB-236

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. H. A. PHILPS

I live at 916 North Ash St., Waurika, Okla.

I have been raising parrakeets for about 5 years. We depend on our bird income for about half our living. I have no idea how we can manage to meet our obligations without it.

I also have two married daughters who by raising parrakeets have been able to stay home and raise their children who otherwise would have to leave them and work. We are not only concerned for our selves but there are lots of other familys in and around Waurika who depend entirely on raising parrakeets for their living. We sincerely hope air express will reconsider and continue to serve us.

Exhibit AAB-237

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. OTTO ROBINSON

The bird business in my living. I have invested a lot of money and dont know how I would get by as I am not able to work at public work.

Without the air express transport dont know how I would get by.

Exhibit AAB-238

Express Service Investigation
CAB Docket 22388

STATEMENT OF DON AND MILDRED HOUCHINS

This industry has been around for several years now, and is steadily growing. To loose it would terribly hurt families and communities. That includes us. We couldn't pay our debts at all if it were not for our BIRDS! They are paying for our daughter's education onw and planned on it for the future.

We need them!

We went into debt to go into business in order to supplement our income, so to loose the airlines (express) would be disastrous!

Exhibit AAB-239

Express Service Investigation
CAB Docket 22388

STATEMENT OF JOYCE WEATHERLY

I have a son who is from a broken home and which now has a step father.

In order to send him to school and on to college I invested his child support money in to birds hoping to make enough money for this. If the air express will not fly our birds, I not only have lost my birds but the boys child support money as well.

Please make every effort to keep this freight line going as it we need it very badly.

This could cause him not to get the last year of high school, since his child support money is gone.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-240

Page 1 of 1

STATEMENT OF MRS. LOWETA KEELN

Our birds are a supplement to our income. We have small children and I can' work out and care for the children. One income is just not enough to keep a family going. We need the income from these birds.

What would you have us do sit down and apply for Welfare?

Without air express we will be unable to market our birds.

Exhibit AAB-241

Express Service Investigation
CAB Docket 22388

STATEMENT OF DARWIN WHITECATBON

I am very concerned about the shipment of parakeets.

The people of this comunity have been raising parakeets and earning a living with them for twenty years, and the only way to market them is by express.

The biggest percentage of the people that raise parakeets are old and retired and have no other means of earning a living, besides having many years of hard work and pride in the business.

Many people have educated their children. Educating my children is the sole purpose of raising birds, but we must have air express to market our birds.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-242

Page 1 of 1

STATEMENT OF MRS. TOM ALLEN

If we are unable to sell our birds as we have in the past it is certainly going to hurt and hurt bad as we are at the age now that we cannt work for a living but we can take care of our birds to help take care of expenses.

We are getting near 80 years of age and when a person reaches this age their is not much work for anyone. But we can get around and see after our birds which helps us meet our expenses which are high doctor and medicine.

Without air express we cannot continue to sell our birds I do not see how we can make it.

Exhibit AAB-243

Express Service Investigation
CAB Docket 22388

STATEMENT OF HOWARD PIERCE

I run a grade A dairy and bird farm. My bird are just as import as the dairy. The birds and dairy have put 5 kids through school. If the air express go out of busnnes it will put a hardship on me.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-244

Page 1 of 1

STATEMENT OF CLARENCE NIBBLET

I am raising parakeets to put my two kids through school and also one through college.

The birds mean the difference between college or not for the other two children.

We would appreciate it if you would help keep the market open so we can sale our birds.

Please help us in our air express probablem.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-245

Page 1 of 1

STATEMENT OF HARMON LINDSMITH

The parakeet market is very important to me and my family. The daily needs of my family is paid for with income from parakeets. Air express is very important in order to maintain a regular and stable market.

I also have a big investment in birds which would be a total loss without a market which depends on air express.

Exhibit AAB-246

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. ALTON PHELPS

I raise birds to send my two sons to college. Without that income it would be very difficult for them to get a higher education.

I hope that you can continue with air express since it means so much to me and my family.

Exhibit AAB-247

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. FRANK HOWARD

My husband is 64 and I am 54 of age. Our bird make our living so if the air express transport stop carring the birds I don't know how we will live. My husban's back has been hurt and my health is bad, but we are able to work with our birds.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-248

Page 1 of 1

STATEMENT OF ATIS JORDAN

I am Atis Jordan a parakeet breeder living in Waurika, Okla. My family just recently invested in the bird business by building a new building 12' x 24' and stocking it with 200 pair of birds the reason was to have something for my two teenage children to have a means of earning money for a college education since I work for wages and have no hope in these days of inflation of ever being able to help them and also to have a mean of supporting my family in case the rising unemployment reaches me. Our family has a number of friends that are depending on the bird business for a means of support and also for buying their cars and repairing their homes.

The loss of air express service would be a large blow to our family as well as all bird breeders. I truly hope and pray that you will study this decision very carefully and realize what the bird business means to the lives of so many people.

Exhibit AAB-249

Express Service Investigation
CAB Docket 22388

STATEMENT OF G. B. DEAN

We have gone into the parrakeets business for the purpose of a liveilhood as my wife and I are now in retirement age and we are dependent on our parrakeets business for support. Our county is in great need for air express for our parrakeets business.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-250

STATEMENT OF BEATRICE ROSE

I, being a widow, have been raising birds for about 15 years. Bird raising is my only means of support.

If the air express is discontinued I would have to turn to welfare because I have no other way of making a living.

Exhibit AAB-251

Express Service Investigation
CAB Docket 22388

STATEMENT OF MARTIN COPELAND

My name is Martin Copeland. I live in Terral, Oklahoma. I have been raising parakeets for quite some time now. These birds mean everything in the world to me, I have worked to hard and to long to build up a business, and see it destroyed this way! If the air express does not haul my birds then I am ruined mentally, physically and financially!

If thire is any way you can keep the air express in business please do so. The air express means to much to too many people to have it go out of business.

Exhibit AAB-252

Express Service Investigation
CAB Docket 22388

STATEMENT OF COY RON

Bird-raising has been my sole support for about eighteen years.

If the airlines express discontinues the freight for birds it will create a hardship for me. I would loose my home and new automobile, which I am now making payments on.

Your help is needed and deeply apreciated.

Exhibit AAB-253

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. A. T. Mc MANUS

I am Mrs. A. T. Mc Manus. Our address is Route 2, Box 156, Waurika, Okla. 73573. We went into the bird business in July of 68 we bought our first birds if we couldn't get our birds shipped I don't know what we would do or the banker either. Because it is the biggest part of our income and we went heavily in debt to start out. Right no my husband is in the hospital running test now don't know the trouble so if some thing happened to the bird business we would be sunk. The use of Air Express Service effects the survival of our business.

Exhibit AAB-254

Express Service Investigation
CAB Docket 22388

STATEMENT OF JULIA MC MANUS

My parrakeets really do help out. They pay for more then half of our living expense. My husband income is very small each month.

In fact my husband will retire the first of the year and we would really depend on our birds for a living for things have really gone sky high.

Do hope and pray parrakeets stay in business. I went into debt for considerable amount to get into this business, and loss of Air Express Service would be disastrous.

Exhibit AAB-255

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. H. F. DURHAM

My parrakeets means a great deal to me. They really pay half of our living expenses and that really means a lot. I had to quite my other job because of my arthritis and we can't live on what my husband makes.

Everything has gone up so much if we didn't have parakeets I don't know how we would make it. We have two children that are in school and it really takes a lot.

I went into debt for considerable amounts to get into this business, and loss of air express service would be disastrous.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-256

STATEMENT OF OBI NEAL ORSON

If the air line fails to provid air express service to the bird industry I feel this is discrimination against small business. I have invested hundreds of dollars in the bird industry which I had hoped would help support me and my family, the loss of service from the air express would be a financil blow to the small business man.

Exhibit AAB-257

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. MABEL ECHOLS

I have a few birds they mean a lot to me help my grocery bill and other bills. I account on them a lot for other expenses.

Please reserve air express.

Exhibit AAB-258

Express Service Investigation
CAB Docket 22388

STATEMENT OF BARBARA KIRKLAND

My name is Barbara Kirkland. I live at Waurika, Okla., and am a parrakeet raiser. I was informed last night that the airlines have refused to ship birds anymore. This means that bird raisers will be out of business.

I have two small children and I want very much to stay at home and raise them. We have to have a second income to make a living. Raising birds is the only way I can provide this and still stay at home with my children. My bird income also will provide and secure a college education for them.

My husband recently had major surgery and will be off work for some time. The money I have saved from my bird income has kept us going during this time. Otherwise, I don't know what we would have done. Being able to sell my birds means very much to me and my family as well as to hundreds of other bird raisers.

I beg you to please help us keep a way to ship our birds. I sincerely hope that the airlines can find a way to continue to serve us, with air express.

Exhibit AAB-259

Express Service Investigation
CAB Docket 22388

STATEMENT OF GERTRUDE WAID

I am a commercial parakeet producer and feel that the airlines have a responsibility to the public to provide air express for those needing such a service.

Many, many people in this area of southern Oklahoma and northern Texas depend upon parakeets for their livelihood. I would certainly think it unfair if our product were no longer marketable simply because no one would provide express service.

Exhibit AAB-260

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. PETE GUNN

This letter is to inform you that if the airlines are allowed to stop air freight on live birds (parakeets in particular) it would just about ruin the economy in this area.

In particular, it would just about ruin me as I am depending on this business of breeding parakeets for market, to supplement a low farm income. Because of my health, I am forced to find a source of income that will not damage my health further. This business is ideal for me in this respect, also I am able to raise my children myself instead of a baby sitter.

If the air express is taken away from us, we will not have a market and will lose a large investment besides a good income.

Many other breeders in this area need this market to supplement low incomes or as their total income.

As you know, or should know, most people have to struggle just to "keep their heads above water." If we are willing to work hard to live decently, you should be willing to do anything in your power to stop this injustice to us.

Exhibit AAB-261

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. D. L. SCIFRES

I, Mrs. D. L. Scifres, have an investment of $1000.00 in a building to house parakeets, and approximately $200.00 for nest, heat and cooling system. My birds cost $450.00. I feel if I have to stop raising parakeets, because of no way to ship them from here, that I would have to go to work in town. The money we earn from these birds will help further the education of my two children, one who will enter college this fall, and the other who is still in grade school. By raising parakeets I am able to be here at home with my family, in place of working outside of the home. This project is also, in the future, a means by which my husband will possibley be able to retire from the oil field.

To stop shipment of birds by air express would hurt our county and state.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-262
Page 1 of 1

STATEMENT OF SANDRA KAFER

What does the income from our parakeets mean to our family?

In the past SEVENTEEN YEARS our parakeets have payed for many things.

As a child, I remember going to the grocery store and getting groceries our ENTIRE grocery bill would come from the parakeets.

Our parakeets supply us with clothes , medical care, medicine, hospital bills and above all food. Who can survive without the above??

I was hospitalized suddenly last November. I had to have a blood transfusion in order to survive. Before I could be released the bill HAD TO BE PAID. Who paid for the hospital bill?? THE BIRDS!!

Who says college is for the BIRDS? BIRDS is for the college. College is being paid for BY THE BIRDS. Yes, even BIRDS pay for COLLEGE in our family.

Without the parakeets our family will be doomed. We use the air express EVERY WEEK.

The Air Express Embargo Bill MUST NOT BE PASSED. Everyone will be greatly injured.

The air express must go on. PLEASE.

Exhibit AAB-263

Express Service Investigation
CAB Docket 22388

STATEMENT OF MR. AND MRS. GEORGE KNOX

I am raising birds because my housband is retired and we can't live on Social Security and we have to make a living some way. He is sick and can't work. He is 71 years old and I am 64. We are doing this to stay off Well Fair that we don't want, If this deals doesnt work we are going to be in a bad shape. So don't let it happen. We need a living some way and raising birds sure helps.

Exhibit AAB-264

Express Service Investigation
CAB Docket 22388

STATEMENT OF DEBBIE KAFER

Without air express -- No food

Without air express -- No clothes

Without air express -- No Medical

Without air express -- No College Education

The air express must continue to take our birds or my whole family, Community, State, and Country will suffer.

My family has used the air express 12 years, every week, to ship parakeets.

PLEASE, PLEASE don't let this pass.

Exhibit AAB-265

Express Service Investigation
CAB Docket 22388

STATEMENT OF MR. AND MRS. RICHARD KAFER

We started using the air express seventeen (17) years ago when we entered the parakeet business. We sell every week. The money we receive from our parakeets is used each week to buy food, clothes and medicine for our family. We have also paid hospital bills and are trying to educuate our four children.

After our whole family was involved in an automobile accident eight years ago, we have been forced to raise parakeets on a larger scale. Our permanent injuries are keeping us from holding public jobs.

We have one child who had rheumatic fever. With the money we received from our birds, we were able to give her proper medical and hospital care. We have one in College.

Without the air express, our family will suffer for food they need, clothes, and medical. Please dont let this embargo pass.

Exhibit AAB-266

Express Service Investigation
CAB Docket 22388

STATEMENT OF MR. AND MRS. JERRY JACKSON

We are quiet concerned about the possability that the airlines are going to stop transporting live animals.

We farm for a living and raise parrakeets for extra income. We use this extra income to help send our two small children to school.

If the airlines stop this air freight then the company will stop buying our parrakeets.

We sincerly hope the airlines will reconsider their decision to stop air freight of live animals.

Please keep Air Express coming.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-267

Page 1 of 1

STATEMENT OF FANNIE WHITECOTTON

I have around a thousand and a great presecentage of our income come from birds. I have been using air disturtion service for five years to get my birds to the concermer. We would aprecate it if at all possible to keep the air express lines open.

Exhibit AAB-268

Express Service Investigation
CAB Docket 22388

STATEMENT OF GLENN EDWARDS

I Glenn Edwards believe that Air Express Service cannot be discontinued at this time. I depend on the breeding of parakeets for my sole income. I am not able to work at the present time it would be impossible for me to servive if air express is discontinued. This service provides jobs for thousands of people all over the world. This service Air Express creates a little community in which to live. I believe that Air Express Service would affect our country as a whole. This is my living so lets keep air express service in affect.

Exhibit AAB-269

Express Service Investigation
CAB Docket 22388

STATEMENT OF GLADYS HOLMES

I, Gladys Holmes live on Route #1, Waurika, Oklahoma. I am 60 years old. My husband is also 60 and in bad health and not able to hold down a job to earn enough for us to live on.

I have gone into the bird business to help out. It cost me several thousand dollars to get started and I am still in debt for my house and birds. If I can't sell my birds, I just don't see how I can ever get this all paid for, as I am not able to work at anything else at my age. Our whole future depends on our bird business.

My son is in college and we are helping him all we can. He won't be able to finish if my income from the bird business fails.

Please keep our air express service. We need it bad.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-270

STATEMENT OF JOAN DUNHAM

We have been raising parakeets for one year. The business has not yet paid for itself, but in 2 more years it will if things remain as they have been. It will enable us to enjoy some luxuries we would otherwise not be able to afford and allow us to save for the future education of our sons.

With us, raising and selling parakeets is a business the entire family can work at and enjoy together and at the same time it is instilling in our sons a sense of responsibility and acomplishment.

It is very important to us, as to many families in this area, that the embargo on air express be lifted, because with air express we have no other means of transportation for our parakeets.

Exhibit AAB-271

Express Service Investigation
CAB Docket 22388

STATEMENT OF JIMMY RAY FLETCHER

I am a parrakeet grower and use this income to help support my family. I have two children in school and have invested much money to get the parrakeet business started as to insure that my children will be provided money for the college education when that time comes.

It is imperative that the airlines air express continue to ship parrakeets as there will be no other way to get the birds to market.

Besides my own investment in this business, the community economy depends on this business and many people depend upon it as their only source of income.

Exhibit AAB-272

Express Service Investigation
CAB Docket 22388

STATEMENT OF DEAN REECE

I am a parrakeet grower and use this income to help support my family of five. My wife recently quit a good job to take care of the parrakeets. I have invested much money to get the business started as a supplemental income as my current business does not support my family. Also my children will be of college age soon and I am depending on this income to help with that.

Besides my own investment in this business the community economy depends on it. There are many people in the community that have no other source of income.

It is imperative that the air express continue to ship parrakeets as there will be no other way to get the birds to market.

Exhibit AAB-273

Express Service Investigation
CAB Docket 22388

STATEMENT OF MR. AND MRS. JACK LIPTON

My husband and I went into the parakeet business Jan. 1970. We have invested as of today $1600.00. We have been to market two times. And sold $199.00 that we have got back out of our investment. Our community is very small and not much income to be made. We have two children 16 and 13 yrs. old. We wonted somethang to help put them in collage.

This may seem like a small investment to some people. But to country folks like us it is a lot of money. And we had planned to add to our flock of birds as we could.

We have friends all over Jefferson County that rais parakeets and some that this is there only means of income to stop the shipment by air express of these birds I thank it would hurt our county, state, and country.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-274

Page 1 of 1

STATEMENT OF CHARLES BARBER

I Charles Barber and my wife, Geraldine Barber, raise parrakeets as a means of supporting our family. This business has been of prime interest to us and the welfare of survival. This income also supports our school age children and will eventually enable them to have a better education possibly by attending college.

We ship parrakeets every week from Oklahoma City to New York and have done so for the past fifteen months. Presently, we are preparing to make another shipment.

If the REA passes a law that animals of any nature cannot be air expressed from one area to another, it would greatly affect our survival or existance, as well as other people who depend upon this business as their only means of income.

I would sincerely appreciate any help that could be extended that this law would not be passed.

Exhibit AAB-275

Express Service Investigation
CAB Docket 22388

STATEMENT OF MARCEL LAWLER

I am dependent on my business of raising parakeets for my livilihood and am deeply appreciate of the oppurtunity to work and make my living by this manner.

I am a 59 yr. old widow, live alone and do all my own parakeet work. My parakeet interest has just been a God send for me, enabling me to live with interest, pride, and a sense of achievement, contributing to the on-going of my country, state and community by my payment of taxes and the stimulation of business through being a consumer of my purchases. It is impossible for me to obtain employment from other sources as I am severely handicapped by 8 major surgeries and the loss of a kidney.

It would, indeed be a great blow to me if I am forced to give up my parakeet project by forces beyond my control by air express going out of business.

Exhibit AAB-276

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. RUBY STANTON

I, Ruby Stanton (housewife) Comanche, Okla. Rt. 2 have raised parakeets for 6 yrs. to supplement my husbands income as a grocery clerk.

We have a thirteen year old daughter with 5 years yet to finish high school.

To lose air express service on these birds that I sell each week would cause a hardship for us.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-277
Page 1 of 1

STATEMENT OF BOBBY G. MORRIS

I am raising birds as a source of extra income. I have invested a great deal of money and now they say we may loose the air express in whitch we are shipping our birds. If this should loose our shipping source, we would be loosing a great deal of money and time invested.

Exhibit AAB-278

Express Service Investigation
CAB Docket 22388

STATEMENT OF JERRY THOMPSON

I am writing this letter in reguards of the bird raising industry. I had to go into raising birds on account of back injury and not being able to hold down a full time job. I have recently invested approx. $5000.00 in a new building, airconditioning, equipment, and a full stock of new birds. At this time bird raising is my soul source of income. If we should loose our air express on shipping our birds, we can't sell our birds. This would mean loosing my full investment plus being out of work.

Exhibit AAB-279

Express Service Investigation
CAB Docket 22388

STATEMENT OF J. P. SPOON

I live in Terral, Okla. I have been in bird breeding a short time, but I have invested a lot of money and I am depending on my parakeets to play a big part in the income of my family. I am depending on sending my grandchildren through school with the income from my birds. I realize that without the air express to take them from station to station this would be a big hurt to a lot of people. I hope there can be some way to prevent this.

Exhibit AAB-280

Express Service Investigation
CAB Docket 22388

STATEMENT OF HOWARD T. FUNK
WAURIKA LIONS CLUB

We are deeply concerned about a report that possibly live parakeets will be banned from shipping by air express in the future.

This decision will work an extreme hardship on one of our most important industries. Parakeet raising and marketing is a big business in our community which adds to our economy greatly. This is an industry which involves over 1/2 million dollars of income annually for this community, which means a lot to us. This industry has been locally founded without help from the government or any other agency.

Please put forth every effort possible to prevent this present air service from being stopped.

Exhibit AAB-281

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. JIMMIE RAE SMITH

My husband and I are residents of Waurika, Oklahoma, a community well known for its many parakeet breeding business.

Many, many familes have gone into this business to supplement their income, it being of the nature that even the partically disabled can operate successfully.

Our family has recently made a considerable investment in the construction of a breeding house and parakeets and we are now ready to market our first young birds.

Due to the distances involved in transporting the young birds to market, shipment by air express is the only practical means. If for any reason this means of shipment was rendered unavailable to the many breeders of these birds, financial loss would be inevitable, and many small income-producing family ventures would necessarily cease to operate.

Exhibit AAB-282

Express Service Investigation
CAB Docket 22388

STATEMENT OF LOIS HALL

I, Lois Hall, who resides at 111 Texas Avenue in Waurika, Oklahoma want to tell what air express means to me and my family.

I am in the bird raising business and have been for several years and without air express I could no longer take my bird to market.

I got in the bird raising business to help supplement my husbands income. It takes two now days to make a comfortable living. Without my help my three (3) boys would have a tough time staying in school. It would keep my boys from having things boys their ages need and want.

If the Air Express is taken away then all bird raisers will have to go out of business. Some of the raisers depent intirely upon it for a living and would suffer terribly. Women like myself, with no experience, will have to go out in the public and work. And who please tell me would hire someone like me who has never worked in the public before.

Exhibit AAB-283

Express Service Investigation
CAB Docket 22388

STATEMENT OF PRYOR WAID, EXECUTIVE VICE PRESIDENT
FARMERS NATIONAL BANK

Our bank and other of my banking friends in this area are very concerned to say the least over the possibility that air express service may no longer be available to transport parakeets.

This is very serious as this is an important industry in our area. It provides the difference in a sub standard income and a standard income for many people of this area. It is the sole income of many larger producers and is very important to the general economy of the area. Many uninformed people think of parakeet breeding as a hobby but this is no longer true.

My bank has many thousands of dollars loaned to the parakeet breeders of this area and their failure to get their product to market will have a serious effect on my business. I therefore urge your court to take the necessary action to prevent this from becoming fact.

Exhibit AAB-284

Express Service Investigation
CAB Docket 22388

STATEMENT OF H. E. SPARKS

In regards to lost of air shipment of birds, the only transportation fast enough for the safe delivery of young birds, it will cause many bird raiser to go out of business that completely depended on it for lively hood for the support of their families, we for one family are depending on our bird sells to furish money for 3 boys and a girl to go too school, without this extra money made from these birds, we will not be able to put them thru school.

Please continue air express.

Exhibit AAB-285

Express Service Investigation
CAB Docket 22388

STATEMENT OF SUSIE WILLIAMS

I am a new beginner in the bird business. Sold my first bunch today. I am looking to the birds helping out with the living for me and my husband. We have bought a farm east of Terral this year and every way we can make extra money to help pay exspences we need to make it. This bird business was rather espencive to get into and we would like to see it keep going.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-286

STATEMENT OF SHIRLEY MORRIS

I've been raising birds for a little over a year. I have four children in school and I depend on the money I earn raising birds to cloth and send them to school. It would be extremly difficult for my family if this income was not there. I have very little education and any other work would take me away from my family long hours and very little pay.

Exhibit AAB-287

Express Service Investigation
CAB Docket 22388

STATEMENT OF W. P. OLIVER

If I cant sell my birds it will be a hard ship on my family and my self. We are depending on what birds we sell.

No birds no eating.

Exhibit AAB-288

Express Service Investigation
CAB Docket 22388

STATEMENT OF L. E. DILLON

I live at 317 North G. Duncan Okla. I raise birds to subblement my regular income. Without this I am unable to sent my children to school and make a living wage.

Exhibit AAB-289

Express Service Investigation
CAB Docket 22388

STATEMENT OF MYRTLE D. PAYNE

Not young could not hold a job. Need my birds to help me. I've been alone 30 years. Dont take our jobs away please.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-290

STATEMENT OF MARY SIMMONS

I started raising birds just this year. My husband and daughter are both heart patients and I find it impossible to hold a regular job.

If I should have to stop raising birds now I would have investments debts I could not pay.

Exhibit AAB-290-A

Express Service Investigation
CAB Docket 22388

STATEMENT OF MR. AND MRS. RUSSELL REECE

I Mrs. Reeva Reece and Mr. Russell Reece are engaged in the business of rasing parakeets since 1961.

It has helped us in many ways to have thing that we would not have had otherwise.

We are to retire in 2 to 3 years and this business would help a lot, in fact it is a lively hood for us.

We wont to be able to stand on our feet, and not half to expect help from any one.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-291

Page 1 of 1

STATEMENT OF MR. AND MRS. W. O. GUNTER

We are writing you in regard to our birds how much they mean to us.

We don't have to many but they mean about half of our living now.

Both of us are under the care of a doctor and not able to hold down a steady job. I can just work part time. I have pernicious anemia and am not old enough for Social Security so we sure would appreciate it if we can keep them.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-292

STATEMENT OF MRS. G. C. BUTLER

Selling my birds means alot to me, sending one boy to colloge and another to high school.

It also pays alot of necessary expenses.

Exhibit AAB-293

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. WALTER GOVER

I'm very concerned about this problem of transportation of birds. Many of us use this as a means of supplementing our income. I'm deeply concerned for the older people who are receiving small checks and yet are willing to work to make them feel and are independent. This is presenting quite a problem for all.

Who ever is causing this shame on you.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-294

STATEMENT OF VERNON CHRESTEN

I Vernon Chresten cannot possible see how air express service can be discontinued at this time. I have been breeding parakeets for the past 4 years as a partial income to provide an education for my son and daughter. Parakeet breeding is a big business in this county. There are some 240 breeders that rely on this as a sole income for their lively hood and it would mean these people would have to have help from the Federal Government and God knows we have enough people on welfare already so why do we have to discontinue a service of air freight and cause a hardship on the elderly. If it had not been for air express service my family would have to be without many things that the breeding of parakeets has provided for them. So please lets keep our air express service.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-295

Page 1 of 1

STATEMENT OF MRS. G. S. CHAMBERS

I. Mrs. G. S. Chambers of Ryan Okla. have been raising parrakeets for 17 years.

First to keep the last of my children in college, now we are a retired couple from a cotton farm. I am 73 years old my husband is 85 and our social security is not enough to meet the rising prices that have come in the last 5 years, so Ive continued to raise parrakeets.

This community is in need of the air transport of the birds, our town is a town of elderly people and the income from this project is needed for the livelyhood of the poeple in this town and the surounding neighborhoods.

Exhibit AAB-296

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. LEE BREWER

We have to get these birds to market some way. We have quite a bit of money tied up in them. We are just on penchin. We have a due to help with this hight cost of living everthing is so high we have quit a bit of docter and medeson bills and our birds help to pay it with our little retirement check just doesn't go around.

Exhibit AAB-297

Express Service Investigation
CAB Docket 22388

STATEMENT OF ETHEL ANTHONY

Due to the high cost of living an average salary for one person is insufficient to meet expenses for a family.

It is important to us that we retain a market for our birds in this area in order that we might supplement our regular income.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-298

Page 1 of 1

STATEMENT OF MRS. HAYDEN TETER

I am a resident of this small town that raises an ships many birds.

I'm past middle age an am striving to make a living as there isn't jobs for people my age and older.

I have my life's savings in my birds an depend on them for my living.

Without them I could not keep my insurance paid an the many expenses we have in this time of high cost of living.

Please consider these things for without the birds it would cause many hardships on people my age, as well as others.

Exhibit AAB-299

Express Service Investigation
CAB Docket 22388

STATEMENT OF CHARLES R. JUNG

My name is Charles Jung and I raise birds to help supplement my paycheck.

I have been in business for a year and I am just getting establish so my wife won't have to work any more. She is an asthmatic patient and is in bad health.

Exhibit AAB-300

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. ROBERT MORRIS

I have been raising parakeets almost 2 years. It is nessesary for me to work and before I started raising birds the jobs I had were hard work low pay type jobs as I have very little education. Raising bird I can make more money and still be at home with my family filling my duty as wife and mother. I can not stress enough what raising bird means to not only me but my family and to its nice to be able to work at something that I really enjoy.

Exhibit AAB-301

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. RAY MC CULLOCH

My birds mean a lot to me, I am a widow living on a little welfare and SS check ($104.90) and you just hafe to spread that thin to pay all the bill. I have been in the bird business for over 20 yr. don't have to many but that little check mean a lot to me sure would hat to see any thing happen to stop it.

Exhibit AAB-302

Express Service Investigation
CAB Docket 22388

STATEMENT OF J. WHITE

I have been in the bird business several years we depend a lot on what we receive out of our birds

Been shipping by air express for a long time. I think this is a bad deal for us bird raisers.

Exhibit AAB-303

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. BILL DURHAM

I have been in the bird business since last August and if it wasn't for the American Allied, we would have no way to get rid of our birds.

We spent all our savings to build our bird house and buy birds. My husband is disable to work and Im disable to hold down a public job.

So our birds is our only income if it wasn't for them we would be on wellfair if it wasn't for American Air Express.

Exhibit AAB-304

Express Service Investigation
CAB Docket 22388

STATEMENT OF RUTH MORRIS

I have been raising birds for two years.

I started raising birds to help my husband with a living, as prices are so high these days it takes more than one of the family working to get by.

Loss of air express service would make it very difficult for us.

Exhibit AAB-305

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. L. B. WHITECOTTON

My husband and I are both over 65 years of age.

Two years ago we decided to take our savings and invest in parakeets. We have just began to make a profit, from two years of hard work, and we must have this income to live. We have no means of income other than social security. We hope that someone will take deep thought and consideration and I know justis will be done.

Without the air express we will be unable to continue selling birds.

Exhibit AAB-306

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. RICHARD STOUT

My name is Mrs. Richard Stout, a parakeet breeder in Waurika, Okla. We intend to depend on the income from them to buy groceries and fully intent to help educate our two kids with them. We would also like to do some repair work on our house with some of the money. We have many friends raising parakeets for different reasons and they too fully depend on the income from them. I hope and pray that you will give your decision much thought and pray before doing away with this air service.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-307

Page 1 of 1

STATEMENT OF MRS. J. M. LEWIS

I have raised birds for about 18 years. Some times they have n o t paid off so good. Other times they have. My birds mean a lot to me both physically and financially. I enjoy working with them. I am retiring in a few weeks and I need these birds to help me financially very much. Social Security does not pay very much.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-308

Page 1 of 1

STATEMENT OF J. W. PRINCE

You may be instered to know what they raising of parrakeets mean to me.

Ten years ago my doctor said Prince you must retire. Today at 73 I still am not able to do any labor. At that time we had a meger Social Security check in the amount of $101.00 per month.

Without this income we have from the sale of birds we could have one of two things. 1. Lived in the deepest of poverty or gotten on state welfare and having a case worker briathing down my doller very time I moved.

This has not only helped me to enjoy a higher standard of living, but there are more then a hundred other Senior Citizens that depend upon birds for a better way of life in this arerry.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-309

Page 1 of 1

STATEMENT OF JAMES WHITECOTTON

My husband and I moved to Hastings from Denver, Colo. The reason for the move was because dope was in all the schools, grade schools included. Children 9 and 10 years old were being sent to mental hospitals because of the dope. We did not want to raise our children in that environment. We knew it would be much harder to make a living here and that birds would be an only way to exist. We have only been raising birds for 4 months so will therefore lose all that we have if we can't ship them to market. $3,000 may not be much money to you but to us it is 10 years of savings plus no way of making a living if we can't ship our birds to market. I would like to see my children grow into good citizens, go to college and etc. Without the bear necessaties of life we cannot sent them to college or any of these things. If our birds can't be shiped to market we will have to move back to a large city and I will go to work full time -- and wonder what my kids are doing from 7:00 a.m. to 6:00 p.m. The unemployment rate is at an all time high and will go even higher if our birds can't be shiped. It looks like we all might as well give up and live on welfare. Heaven help us all if that happens.

Exhibit AAB-310

Express Service Investigation
CAB Docket 22388

STATEMENT OF O. L. BARNES

The loose of air express will put me on starveation without some kind of welfare as everything I have depends on the bird market.

Express Service Investigation
CAB Docket 22388

Exhibit AAB-311

STATEMENT OF W. B. LEOUELLK

Shipping birds by air express is essential to me because I have a heart condition and cannot work for the public so my wife raises birds to help support us.

Exhibit AAB-312

Express Service Investigation
CAB Docket 22388

STATEMENT OF MRS. SALL SMITH

We need the air express badly.

I have been breeding and shipping parakeets for some 20 years.

The business has been a big help for medical expenses and surgerys, my husband and I are constantly under doctors treatment with so much surgery and medical expense it has been a great help.

Exhibit AAB-313

Express Service Investigation
CAB Docket 22388

STATEMENT OF RUTH WILSON

We have been in bird business for the past three years, and our birds have been sold at Waurika, Oklahoma and are transported from there by air. Without air service we would have no market for our birds. We sell our birds every week.

Neither of us are able to seek steady employment. Our birds are our only support.

We bought a new car in order to have transportation to get out birds to market.

Our bird profit is used for food, doctor bills, medicine, car payment, insurance and utility bills.

Exhibit AAB-314

Express Service Investigation
CAB Docket 22388

STATEMENT OF DICK BARNES

This is what we are depending on to help out when we retire which we are coming to the age of retirement very soon.

We need this bird business to live and pay bills.

We have lots of time and expense tied up in this business which would be lost.

Please do reconsider.

Exhibit AAB-315

Express Service Investigation
CAB Docket 22388

STATEMENT OF HOWARD PIERIE, JR.

I, Howard Pierie, Jr., raise parakeets for profit and have a wife and two children and my parakeets help feed and cloth them.

I stand to lose so much if the bird market is stopped.

Exhibit AAB-316

Express Service Investigation
CAB Docket 22388

STATEMENT OF MAX T. KAFER

I, Max. T. Kafer, Route One, Ryan, Oklahoma, have lived in Oklahoma and raised birds for the past ten years.

I am a Korean War vetran, am married and have four children. I am a carpenter by trade. I usually drive fifty to sixty miles to work and at times it is seasonal. The raising of birds has supplemented our income and many times has been our sold income for months at a time, buying groceries, paying bills and making our way of life. We never have had to ask for assistance from any one.

However, should the present way of shipping birds close and our selling stop, we certainly would have a financial hardship.

Exhibit AAB-316

Express Service Investigation
C. A. B. Docket 22388

STATEMENT OF W. E. BUSH

I, W. E. Bush do solemnly swear this statement is true.

I have been raising Parakeets for 15 years. I do this to supplement my income. Without the help from my birds it would deprive me of the things I feel is necessary to my household. It helps me to be independent not having to ask for any aid or help from anyone.

If my buyer becomes unable to ship by R. E. A. Express then I would be unable to continue my business of raising parakeets, and don't know what I could replace my business with.

R. E. A. Express has always been the best way to ship any kind of pets, I therefore, ask you to please do what you can to see that this service is continued for if it is abolished it will not only put us out of business it will threw hundreds out of work which will hurt our economy.

Thanking you in advance for a job I know you will do.

Exhibit AAB-317

Express Service Investigation
C. A. B. Docket 22388

STATEMENT OF MRS. N. L. STEVENS

Dear Sir:

I sure hope you all can do some thing about this REA express as that the only way I have to make me some money to pay my Dr. and Medicen Bills. My age I couldnt get no job and my health is Bad. Have to ware a back support to do my work and my check is so small I couldnt get no wheres on it and I dont want to ask for any help from any one else as long as I can go. Thanks

Exhibit AAB-318
Page 1 of 1

Express Service Investigation
C. A. B. Docket 22388

STATEMENT OF MRS. L. C. CANADY

I, Mrs. L. C. Canady do solemnly swear this statement is ture. I am a widow and I need the income from Birds to suport my self.

I have been raising Parakeets for 25 years. I do this to supplement my income. With the help from my birds it would deprive me of the things I feel is necessary to my household. It helps me to be independent not having to ask for any aid or help from anyone.

If my buyer becomes unable to ship by R. E. A. Express then I would be unable to continue my business of raising parakeets, and don't know what I could replace my business with.

R. E. A. Express has always been the best way to ship any kind of pets, I therefore, ask you to please do what you can to see that this service is continued for if it is abolished it will not only put us out of business it will throw hundreds out of work which will hurt our economy.

Thanking you in advance for a job I know you will do.

Exhibit AAB-319

Express Service Investigation
C. A. B. Docket 22388

STATEMENT OF GLENN WILLIAMS

I have recently moved my family from Dallas, Texas back to my home town.

My sole income is from the Parakeets.

I borrowed the money to go into this business. Which is a large amount for a working man trying to raise a family.

I am also having to help my Mother and Daddy. As he had an operation on his leg and is not able to work and his Social Security is not enough for them to live on.

I know I am a small person in this United States, but Please! Help!

My folks and I will be ever so grateful for your help.

Please keep Air Express open for our Birds.

Exhibit AAB-320

Express Service Investigation
C. A. B. Docket 22388

STATEMENT OF MRS. K. C. MCCOULLOUGH

I, Mrs. K. C. McCoullough do solemnly swear this statement is true.

I have been raising Parakeets for 7 years. I do this to supplement my income. Without the help from my birds it would deprive me of the things I feel is necessary to my household. It helps me to be independent not having to ask for any aid or help from anyone.

If my buyer becomes unable to ship by R. E. A. Express then I would be unable to continue my business of raising parakeets, and don't know what I could replace my business with.

R. E. A. Express has always been the best way to ship any kind of pets, I therefore, ask you to please do what you can to see that this service is continued for if it is abolished it will not only put us out of business it will throw hundreds out of work which will hurt our economy.

Thanking you in advance for a job I know you will do.

Exhibit AAB-321

Express Service Investigation
C. A. B. Docket 22388

STATEMENT OF MR. & MRS. L. T. RITCHEY

Recently I have made a sizeable investment in a building and all the things necessary to raise birds. I have just finished buying my breeding stock, and have had no return on my investment. Since this investment stands for my lifetime savings, I am extremely hopeful that something can be done to prevent the collapse of the bird market.

I depend on Air Express for distribution of my birds.

Exhibit AAB-322

Express Service Investigation
C. A. B. Docket 22388

STATEMENT OF MR. & MRS. FRANK MAENZA

Recently I have made a sizeable investment in a building and all the things necessary to raise birds. I have just finished buying my breeding stock, and have had no return on my investment. Since this has been a very large investment for me, I am extremely hopeful that something can be done to prevent the collapse of the bird market.

I depend on air express for distribution of my birds.

Exhibit AAB-323

Express Service Investigation
C. A. B. Docket 22388

STATEMENT OF CHARLENE RICE

If the Airlines discontinues the freight for birds if will create a hardship for me and my three children. Ages seven, eight, and eleven.

The profit from these birds is used to educate and clothe my children. Also to make payments on our home and automobile.

Thank you.

Without Air Express it would make the shipment of the birds difficult.

Express Service Investigation
C. A. B. Docket 22388

Exhibit AAB-324

STATEMENT OF MRS. L. D. HAWKINS

I am raising birds as a supplement to a retired teacher's meager pay. My husband had to take an early retirement on account of his healt. To discontinue the air express would be hihgly detremental to the bird business.

Exhibit AAB-325

Express Service Investigation
C. A. B. Docket 22388

STATEMENT OF MRS. NADINE THOMTON

I have in excess of $12,000.00 invested in birds, buildings, and equipment.

My health is failing. I have been hospitalized twice this year for surgery.

My wife is also in poor health. Since Bird raising is our only source of income, Loss of Air Express Service would place my family in extreme difficulty.

Express Service Investigation
C. A. B. Docket 22388

Exhibit AAB-326

Page 1 of 1

STATEMENT OF MR. & MRS. F. D. MOORE

In regards to the shipping of our Birds by Air Express. We want to continue shipping our Birds by Air Express. We live here in Cisco Texas and Mrs. Dutton comes down from Abilene and buyes our Birds and shipps them from Abilene Tex. to New York by Air Express and if discontinued we will haft to go out of the Bird buisness for it is part of our liveing.

We have put a lot of money in getting started in the bird buisness and building up our flock of birds.

With good faith in the Air Express to ship our birds by it would be tragic if we didnt have this Air Express. We hope it will continue.

Exhibit AAB-327

Express Service Investigation
C. A. B. Docket 22388

STATEMENT OF MR. JOHN WIKON

I am writing in regards to our trouble with the air express for our parakeets.

Will say our Economic Status depends on our getting our birds to market. As that is our principle income.

Our achievement in raising them is having a market for them in the North as we do not have a market in the South or rather in Texas. We must have this market.

We go to market in Abilene Texas, which is 65 miles away of which we go twice a month.

It has been most favorable to send them by Air Express. In fact the only way we have in getting them to market. We have been informed this is going to be abandom.

Please help us.

Thanking you.

Exhibit AAB-328

Express Service Investigation
C. A. B. Docket 22388

STATEMENT OF MR. & MRS. EARL GRUBLES

I have been informed of an air express embargo and if so it would hurt us and lots of other folk. We depend on birds for school and have a boy planing on going to cologe. Do hope there is some way this could be stoped.

Express Service Investigation
CAB Docket 22388

EXHIBIT AAB-600
Page 1 of 3

SURVEY OF NEW YORK CITY AIR FREIGHT FORWARDERS

My name is Gregory P. Keenan, I am employed as a clerk by the law firm Arsham & Keenan, and my office address is 233 Broadway, New York, New York 10007. In June 1971, Mr. William Q. Keenan, an attorney with Arsham & Keenan, reviewed the names of firms listed in the 1971 Manhattan Yellow Pages, i.e., the classified directory published by the New York Telephone Company for Manhattan, under the heading, "Air Cargo Service," eliminated those firm names which identified airline direct air carriers, checked the remaining names, which, assumedly, included air freight forwarders, and instructed me to place telephone calls to those checked names.

The general tenor of the instructions given me was to ascertain whether the firm I was calling held itself out to provide domestic air freight forwarding service and, if so, whether, and in what circumstances, the firm was willing to transport live animals.

Exhibit AAB-601 is a list of the companies I called, pursuant to those instructions, whose representative either advised over the telephone that the company did not supply domestic air freight forwarding service, or was unavailable. By "unavailable," I mean that the telephone did not answer, or that my request to speak to someone about a shipment of live animals was never complied with. Exhibit AAB-601 lists these companies in the following categories: (1) Companies Not Available Over the Telephone, (2) Charter Airlines, (3) Household Goods - Moving Companies, (4) International

Carriers, (5) Brokers.

Exhibit AAB-602 is a list of the companies which I called as engaged in the business of domestic air freight forwarding. Exhibit AAB-602 lists, in addition to the name and telephone number of each company, the date and hour of my phone conversation with its representative, and a generalized comment concerning the response I received to a request for a pickup in Manhattan of several shipments of live animals to be transported to various points west of the Allegheny Mountains. Exhibit AAB-602 reflects contact with 66 companies.

Of the 66 carriers contacted, one was not an air freight forwarder, and one supplied no service to or from New York City, according to the comments listed on Exhibit AAB-602 (which comments summarize the gist of the conversations transcribed in Exhibit AAB-603). Of the remaining 64 carriers, 50 of them refused to ship animals under any circumstances and, of these 50, 14 actually recommended that the shipment be turned over to REA Express.

Of the remaining 14 carriers, two refused to pick the animal shipments up but expressed willingness to transport them if they were delivered to the carrier's receiving counter at the airport; one expressed willingness to pick the animal shipments up but warned that the shipper would have to go to the airport to tender them to the airline; one offered a pickup but warned that no delivery service would be available at the destination end of the movement; one discouraged use of its service on the ground that

its price was too high, and recommended the caller to tender the shipment to REA; six refused to say whether they would handle animals; and only three expressed willingness to handle the animal shipments without restriction. Furthermore, each of these three declined either partially or completely to quote a price for the movement of the animal shipments proposed to them.

In short, of the 66 carriers contacted, one was a trucking company, one supplied no service in New York, and only three were willing to carry live animals.

Exhibit AAB-603 is a verbatim transcript of my telephone conversations with representatives of the 66 companies listed in Exhibit AAB-602.

Express Service Investigation
CAB Docket 22388

EXHIBIT AAB-601
Page 1 of 4

COMPANIES SURVEYED WHO WERE NOT DOMESTIC AIR FREIGHT FORWARDERS

(1) No Representative Available

Breen Air Freight Ltd.
Building 80, JFK International Airport
Idlewild, New York
(212) 656-5382

Direct Air Freight
153-14 Rockaway Blvd.
Jamaica, New York
(212) 656-7563

Eagle Air Dispatch, Inc.
825 Anna
Elizabeth, New Jersey
(202) 355-7300

Entico Air Freight Service
Division of Empire Carriers
555 West 34 Street
(212) 279-0747

Golden Gabe Air Freight
153 East 87 Street
New York, New York
(212) 348-6460

Interjet Cargo Systems, Inc.
175-57 148 Road
Rosedale, New York
(212) 656-7767

Medallion Air Freight Corp.
1592 Hart
Rahway, New Jersey
(212) 285-9748

Presto Strong Agency, Inc.
52 Broadway
New York, New York
(212) DI 4-0535

Rams Air Freight
124-19 Old South Road
South Ozone Park, New York
(212) 835-4037

Republic Air Modal, Inc.
351 Tenth Avenue
New York, New York
(212) 868-3870

(2) Charter Companies

Corporate Air Transport, Inc.
LaGuardia Airport
Queens, New York
(212) 478-0550

(3) Household Goods - Moving Companies

Santini Brothers, Inc.
449 West 49 Street
New York, New York
(212) 265-4600

(4) International Air Freight Forwarders

Alabama Forwarding Company, Inc.
30 Vesey Street
New York, New York
(212) 349-7770

Am-Can Freight Forwarders, Inc.
30 Church Street
New York, New York
(212) 964-9240

Bartel Shipping Co., Inc.
120 Liberty Street
New York, New York
(212) 964-4371

(4) International Air Freight Forwarders / Cont'd.

Berklay Air Services Corp.
JFK International Airport
Jamaica, New York
(212) 656-6066

Cosmar Air Freight Service
Building 150
Newark Airport, New Jersey
(212) 285-9142

Cosmos Shipping Co., Inc.
17 Battery Place
New York, New York
(212) 943-6182

Crescent Transportation Co.
11 Broadway
New York, New York
(212) 269-6116

Dorf Air Services, Inc.
10 West 29 Street
New York, New York
(212) 683-3338

Excel Shipping Corp.
30 Church Street
New York, New York
(212) 964-8600

Fatton P of Lyon
161-15 Rockaway Blvd.
Jamaica, New York
(212) 341-2100

Furman Air Freight Corp.
175-52 148 Road
Rosedale, New York
(212) 656-6482

Furman IRA Company
11 Broadway
New York, New York
(212) 269-6342

Gerhard & Hey Co., Inc.
80 Broadway
New York, New York
(212) 344-4040

Globe Shipping Co., Inc.
11 Broadway
New York, New York
(212) WH 3-9880

Hanlon, C.J. Co., Inc.
90 West Broadway
New York, New York
(212) 349-5682

Hartnett, C.A. Co.
11 Broadway
New York, New York
(212) 944-6843

Hauser, D. Inc.
16 Beaver Street
New York, New York
(212) 269-4373

Hemisphere Air Freight Inc.
140 Cedar Street
New York, New York
(212) 322-8585

Kuehne & Nagel Air Freight Inc.
179-14 149 Road
Jamaica, New York
(212) 723-9300

Laperriere of Oyonnax
161-15 Rockaway Blvd.
Jamaica, New York
(212) 656-8028

Lehat-Schwartz Shipping Corp.
42 Broadway
New York, New York
(212) 944-4880

Master Shipping Agency Inc.
55 Liberty Street
New York, New York
(212) 233-7280

(4) International Air Freight Forwarders / Cont'd.

Meadows Wye & Co., Inc.
9 Maiden Lane
New York, New York
(212) 349-4950

Natural Nydegger Transport Corp.
30 Church Street
New York, New York
(212) 432-1640

Pandair Freight
666 Fifth Avenue
New York, New York
(212) 978-6800

Penson & Company
175-11 148 Avenue
Laurelton, New York
(212) 723-5000

Robinson, H. W. Air Freight Corp.
JFK International Airport
Idlewild, New York
(212) 656-5685

Safe Sea Air Forwarders Enterprises
147-38 128 Street
Jamaica, New York
(212) 656-8420

Safeway Shipping Co., Inc.
120 Liberty Street
New York, New York
(212) BE 3-0710

Silvey Shipping Co., Inc.
26 Beaver Street
New York, New York
(212) 943-6151 (Changed to):
(212) 432-1050

Smith, J. D. Inter-Ocean, Inc.
50 Broadway
New York, New York
(212) 432-0500

Speed Freight, Inc.
153-07 Rockaway Blvd.
Jamaica, New York
(212) 525-8300

Thor Air Freight Corp.
142-50 Rockaway Blvd.
Ozone Park, New York
(212) 322-7550

Triangle Forwarding Corp.
51 Broadway
New York, New York
(212) 269-5062

Trio Shipping Co.
11 Broadway
New York, New York
(212) DI 4-3143

United Forwarders Service, Inc.
51 Beaver Street
New York, New York
(212) 269-1260

Wedemann & Godknecht, Inc.
9 Broadway
New York, New York
(212) BO 9-2141

Wilson Air Freight Inc.
147-45 182
Jamaica, New York
(212) 528-5600

(5) Brokers

Bernard, J. E. & Co., Inc.
30 Church Street
New York, New York
(212) 432-1880
Airport No: (212) 656-6218

(5) Brokers / Cont'd.

Continental Air Cargo, Inc.
JFK International Airport
Jamaica, New York
(212) 656-6538

Ebert, H. W., Company
42 Broadway
New York, New York
(212) 269-5694
(212) 964-4071

Myers, F. W. & Co., Inc.
30 Church Street
New York, New York
(212) 267-7077

Express Service Investigation
CAB Docket 22388

EXHIBIT AAB-602
Page 1 of 10

CARRIERS TELEPHONED WHO HOLD OUT A
DOMESTIC TRANSPORTATION SERVICE

CARRIER	COMMENT
ABC Air Freight 43-21 54 Drive Maspeth, New York (212) 937-5860 July 22, 1971 -- 2:28 PM	They would not handle the animals and recommended TWA and REA.
Air Borne Freight Corp. 167-16 147 Avenue Jamaica, New York (212) 995-7900 July 22, 1971 -- 2:32 PM	They would not handle the animals and recommended TWA and REA.
Air-Land Freight Inc. 165-15 Rockaway Blvd. Jamaica, New York (212) 276-3700 June 16, 1971 -- 11:00 AM	They will not pick them up but will fly them at the total cost of $80.94
Allegro Air Freight, Inc. 66 West 38 Street New York, New York (212) 831-1998 June 16, 1971 -- 11:25 AM	They would pick them up and deliver them if in adequate cages, but would not give a price.
Allstates Air Cargo, Inc. 35 Fenwick Newark, New Jersey (212) 267-6670 June 16, 1971 -- 11:30 AM	They do not handle animals and said that REA was the "only people that touch them."
Alltransport, Inc. 17 Battery Place New York, New York (212) 943-0230 June 16, 1971 -- 11:30 AM	They do not handle animals and recommended American Airlines and Eastern Airlines.

CARRIER	COMMENT
Amerford Air Cargo, Inc. Amerford International Corp. 221-20 147 Avenue Springfield Gardens, New York (212) 528-0800 June 16, 1971 -- 11:37 AM	They do not handle animals; said to call TWA.
American Lamprecht Transport, Inc. 160-23 Rockaway Blvd. Jamaica, New York (212) 723-8700 June 16, 1971 -- 11:42 AM	They would not ship the animals and recommended American Airlines.
Apex Air Freight, Inc. 242 West 30 Street New York, New York (212) 279-1050 June 16, 1971 -- 11:44 AM	They would not ship the animals and recommended Emery Air Freight.
Associated Air Freight, Inc. 167-16 146 Avenue Jamaica, New York (212) 723-8000 June 16, 1971 -- 11:55 AM	They would not ship the animals and recommended REA.
Bellair Expediting Service, Inc. 87-17 Myrtle Avenue Glendale, New York (212) 441-7500 June 16, 1971 -- 12:05 PM	They would handle them at a rate "which is really ridiculous." They recommended REA.
Bernacki, Peter A., Inc. Division of General Air Freight Corporation 26 Broadway New York, New York (212) 269-6800 July 12, 1971 -- 12:20 PM	They would not handle the animals and could not recommend anyone else.

CARRIER	COMMENT
Call Air Transport, Inc. Route 211 Montgomery, New York (914) 457-3181 July 12, 1971 -- 12:34 PM	They would take the animals to the air terminal, but all airline arrangements would have to be done by shipper.
C F Air Freight, Inc. 139-11 95 Avenue Jamaica, New York (212) 526-3030 June 16, 1971 -- 1:48 PM	They would not handle the animals and recommended TWA.
Clough Expediting Company 140-43 Oak Avenue Flushing, New York (212) FL 8-1176 June 16, 1971 -- 2:00 PM	They would not handle the animals, and did not know of any air freight forwarder who would.
Copeland Shipping, Inc. 146-95 Farmers Blvd. Jamaica, New York (212) FI 1-2200; 656-6300/Domestic Dept. July 22, 1971 -- 2:48 PM	They would not handle the animals and recommended calling an airline.
Crown Air Freight Corp. 153-27 Rockaway Blvd. Jamaica, New York (212) 723-6100 June 16, 1971 -- 2:14 PM	Did not receive answer on first call; they did not call back as they said they would.
Dax Air Freight - Domestic Air Express, Inc. 147-17 176 Jamaica, New York (212) 276-3100 June 16, 1971 -- 2:32 PM	They would not handle the animals, and recommended calling the airlines.
Emery Air Freight Pickup Service JFK International Airport Jamaica, New York (212) 995-6400 July 12, 1971 -- 2:59 PM	They would not handle the animals and recommended American Airlines.

CARRIER	COMMENT
Express Air Freight, Inc. 1 Runiak Newark, New Jersey (212) 233-0180 June 16, 1971 -- 2:54 PM	They would not handle the animals and recommended REA.
Flying Mailmen Service, Inc. 147 Spring Street New York, New York (212) 966-2200 June 16, 1971 -- 2:58 PM	They would not handle the animals and recommended REA.
Gem Forwarding Corporation 395 Broadway New York, New York (212) WA 5-0619 June 16, 1971 -- 3:23 PM	They said because it was domestic, they would like to refer caller to Emery Air Freight.
General Air Freight, Inc. Building 150/Newark Airport Newark, New Jersey (212) 947-7170 June 16, 1971 -- 3:27 PM	They would not handle the animals and recommended REA.
Gerig Hoban & Company, Inc. 30 Church Street New York, New York (212) 432-1530 July 12, 1971 -- 3:17 PM	No definite answer was received, as caller was not able to talk to a representative.
Gilbert International Corp. 1 Gilbert Drive Secaucus, New Jersey (201) 866-0500 June 16, 1971 -- 3:32 PM	They would not handle the animals and recommended REA.
Haras & Company, Inc. 921 Bergen Avenue Jersey City, New Jersey (212) WH 4-4642 June 16, 1971 -- 3:52 PM	They only handle corporations, and recommended REA for animals.

CARRIER	COMMENT
Heidl's, Inc. 107 Washington New York, New York (212) 344-1850 June 16, 1971 -- 3:59 PM	They could not say whether they would handle animals or not; asked to be called back. No return call was made.
Henjes Air Cargo, Inc. 172-80 Baisley Blvd. Jamaica, New York (212) 276-1010 June 16, 1971 -- 4:04 PM	They said they do not handle personal shipments.
Hop Air Freight Forwarder, Inc. 236 West 26 Street New York, New York (212) WA 9-5936 June 16, 1971 -- 4:11 PM	They would not handle the animals and recommended Emery Air Freight or American Airlines.
Imperial Air Freight Service, Inc. 151 Oliver Street Newark, New Jersey (212) 964-2201 June 16, 1971 -- 4:16 PM	They would not handle the animals and recommended REA or calling the airlines direct.
Interboro Freightways, Inc. 108-22 Astoria Blvd. Corona, New York (212) 674-0100 June 16, 1971 -- 4:31 PM	They would not handle the animals and recommended REA or United Airlines.
Inter Continental-Wisk, Inc. 148-19 New York Blvd. Jamaica, New York (212) 656-8626 656-4000/Domestic Dept. July 12, 1971	They would not handle the animals and recommended REA.
Interstate Jet, Inc. 500 Industrial Avenue Teterboro Airport, New Jersey (212) 279-2596 July 12, 1971 -- 3:42 PM	They would fly the animals but did not have the equipment to pick them up.

CARRIER	COMMENT
Jet Air Freight, Inc. 146-92 New York Blvd. Jamaica, New York (212) 656-6300 June 16, 1971 -- 4:31 PM	They would not handle the animals and recommended American Airlines.
Joyce Expediting Service 140-43 Oak Avenue Flushing, New York (212) FL 8-1176 June 16, 1971 -- 4:34 PM	They would not handle the animals; had no recommendation.
L C Air Cargo, Inc. 124-19 Old South Road Jamaica, New York (212) 835-6600 July 12, 1971 -- 3:48 PM	They would not handle the animals and recommended TWA.
Mark IV Air Freight, Inc. 44-17 55 Avenue Maspeth, New York (212) 937-0810 July 8, 1971 -- 1:08 PM	They would not handle the animals and recommended calling the airlines directly.
Merchants Air Express 124-19 Old South Road Jamaica, New York (212) 835-6600 July 8, 1971 -- 1:18 PM	They would not handle the animals and recommended the Alex Nicholas Agency.
Mercury Air Freight, Inc. 243 East 38 Street New York, New York (212) 656-5400 July 8, 1971 -- 1:21 PM	They would not handle the animals; could not recommend.
Murry Air Freight, Inc. 152-02 136 Avenue Jamaica, New York (212) 656-6633 July 8, 1971 -- 1:23 PM	They would not handle the animals and recommended calling Trefflich Inc. at (201) 534-4060.

Express Service Investigation
CAB Docket 22388

CARRIER	COMMENT
Novo Airfreight Information & Pickup 182-11 150 Road Springfield Gardens, New York (212) 525-8600 July 8, 1971 -- 1:38 PM	They could not handle the animals and recommended both American Airlines and TWA.
Ollendorff, H. G., Inc. 10-15 44 Avenue Long Island City, New York (212) 361-9181 July 8, 1971 -- 1:40 PM	They "most probably" could ship the animals with the possibility of having to use a "special container" for the parakeet; no price estimate could be given.
Pie Air Freight 149-05 177 Jamaica, New York (212) 656-5663 July 8, 1971 -- 1:58 PM	There was no definite answer because, after three calls, caller was not able to contact someone who would represent the company.
Priorith Air Freight, Inc. JFK International Airport Jamaica, New York (212) 656-7489 July 22, 1971 -- 2:48 PM	They would not handle the animals and recommended REA as "the only one that can handle the animals."
Priorith Air Transport 52 Vanderbilt Avenue New York, New York (212) 686-5377 July 22, 1971 -- 3:02 PM	They would not handle the animals and recommended calling up the airlines.
Profit By Air, Inc. 148-11 New York Blvd. Jamaica, New York (212) 525-5600 July 8, 1971	They would not handle the animals and recommended bringing them directly to the airport.
Ramar Air Freight Corp. 430 Hudson Street New York, New York (212) 966-0649 July 8, 1971 -- 3:56 PM	They would not handle the animals and recommended bringing them directly to the airport.

CARRIER	COMMENT
Robertson Forwarding Company, Inc. 175-14 147 Avenue Jamaica, New York (212) 723-2673 July 8, 1971 -- 4:09 PM	They would not handle the animals and recommended bringing them directly to the airlines; mentioned possible trouble with parakeet.
Satin Air Freight, Inc. 137-42 New York Blvd. Jamaica, New York (212) 978-0600 July 8, 1971 -- 4:34 PM	There was no definite answer, because after severals calls, caller was not able to get in touch with someone in charge.
Saturn Air Ways, Inc. 516 Fifth Avenue New York, New York (212) 661-6996 July 12, 1971 -- 4:17 PM	They would not handle such a small shipment; recommended Southern Air Transport of TWA.
Saunders, R. J. & Company Division of F. W. Myers & Company 30 Church Street New York, New York (212) 267-7077 July 9, 1971 -- 9:56 AM	There was no definite answer because the forwarder said he would have to check with Customs.
Shulman Air Freight 315 West 36 Street New York, New York (212) 244-1800 July 9, 1971 -- 10:07 AM	They would not handle the animals and recommended REA as the "only one" who would handle them.
Skyline Air Freight, Inc. 147-03 New York Blvd. Springfield Gardens, New York (212) 978-2000 July 9, 1971 -- 10:18 AM	They would not handle the animals and recommended going directly to the airlines, using either Eastern Airlines or TWA.
Sofia Brothers, Inc. 475 Amsterdam Avenue New York, New York (212) 873-3600 July 9, 1971 -- 10:27 AM	They would not handle the animals; recommended the airlines.

CARRIER	COMMENT
Specialty Air Freight Corporation 51-07 27 Long Island City, New York (212) 392-4065 July 9, 1971 -- 12:41 PM	They would not handle the animals and recommended going straight to the airlines.
Starflite Trucking Service 275 Hudson Street New York, New York (201) 622-8490 July 9, 1971 -- 12:53 PM	Only a trucking outfit.
Stass, J. S. Company, Inc. 55 Broadway New York, New York (212) 944-0918 July 9, 1971 -- 12:58 PM	They would not handle the animals and recommended taking them directly to the airlines.
Traffic Dynamics, Inc. 1841 Elizabeth Avenue Linden, New Jersey (212) 349-5920 July 9, 1971 -- 1:39 PM	They would not handle the animals and recommended using American or Eastern Airlines.
Trans-Air Freight System, Inc. 153-40 Rockaway Blvd. Jamaica, New York (212) 527-5700 July 9, 1971 -- 1:50 PM	They would not handle the animals and recommended American Airlines.
Twilight Air Freight 1804 Second Avenue New York, New York (212) 831-6022 July 9, 1971 -- 2:18 PM	They would just be able to pick up the animals; could not handle delivery.
Veeco Services, Inc. 65 Ninth Avenue New York, New York (212) 691-8164 July 9, 1971 -- 2:25 PM	They would not handle the animals and recommended Domestic Air Freight.

Express Service Investigation
CAB Docket 22388

CARRIER	COMMENT
WTC Air Freight 149-39 New York Blvd. Jamaica, New York (212) 349-3113 July 9, 1971 -- 2:27 PM	They would not handle the animals and recommended dealing directly with TWA.
Westfair Air Service, Inc. 575 Connecticut Avenue Norwalk, Connecticut (212) 534-6842 July -, 1971 -- 3:32 PM	They said they would ship the animals; the cost of the cat was quoted at $35.00. Forwarder was unable to quote a price for hamster and parakeet.
Wings & Wheels Express, Inc. JFK International Airport Jamaica, New York (212) 656-4000 July 9, 1971 -- 2:43 PM	They would not handle the animals and recommended REA.
Wits Air Cargo Service 114-16 Rockaway Blvd. Jamaica, New York (212) 738-1800 July 9, 1971 -- 2:46 PM	They would not handle the animals and recommended calling the airlines directly.
Worth Air Freight Overseas, Inc. 500 Saw Mill River Road Ardsley, New York (914) OW 3-5000 July 9, 1971 -- 2:48 PM	They do not pick up or deliver in New York City.

Air-Land Freight Inc.
165-15 Rkwy Blvd.
Jamaica, New York
212-276-3700
June 16, 1971 - - 11:00 a.m.

Forwarder: Good morning, Air Land.

GPK: I'd like to make three shipments to Chicago, San Francisco, and St. Louis. Could you tell me who I would talk to about rates?

Forwarder: Hold on a moment please, that would be Marilyn. Hold on.

Forwarder: Yes.

GPK: This is Greg Keenan calling. Who am I talking to please?

Forwarder: Marilyn. Who is this please?

GPK: This is Greg Keenan. I am closing up my apartment in New York City and I have three animals that I'd like to ship to relatives .

Forwarder: What kind of animals?

GPK: One's a parakeet, one's a cat, and one's a hamster. They're all going to different places.

Forwarder: Oh, I wish we could handle them.

GPK: You can't handle them?

Forwarder: Well, we did handle a couple of dogs. Maybe we can. Where are they going?

GPK: Well, one is going to St. Louis, one is going to San Francisco, and the other is to Chicago.

Forwarder: One to San Francisco and Chicago. Listen sir, you are a private individual. How did you get our name?

GPK: I loked it up in the Yellow Pages.

Forwarder: Oh, just like that, just like that. I see.

GPK: Ya.

Forwarder: Let me check. O.K.? One moment.

GPK: O.K.

Forwarder: Hello.

GPK: Ya.

Forwarder: O.K. I did forget your first name. What was that, please?

GPK: Greg.

Forwarder: Greg, O.K. Greg, we can handle them for you if you bring them to our place of business here. We a ...

GPK: You can't pick them up?

Forwarder: Well, we prefer not to. We prefer to have the animals brought here.

GPK: O.K., very good.

Forwarder: Is that possible?

GPK: Ya and can you tell me ...

Forwarder: And also the same thing would apply at the airport, at each individual airport. We would prefer the animals picked up by ...

GPK: Picked up, I see.

Forwarder: Ya, the animals are better off too.

GPK: Can you tell me what time will be involved once I drop them at the a ...

Forwarder: Well, deliveries to San Francisco and Chicago you will have immediately tomorrow morning, 9:00. It will be about noon time our time, and they can be recovered. The parties can pick them up at the airport.

GPK: And St. Louis?

Forwarder: They would also be there by tomorrow but I don't know about 9:00, probably a little bit later.

GPK: O.K.

Forwarder: But they'll be there tomorrow.

GPK: Right, and can you tell me what you estimate the cost to be?

Forwarder: Well, that I'll have to figure out for you. Let me get over to my desk.

GPK: O.K.

Forwarder: O.K. Greg, what does the little pussy cat weigh?

GPK: Oh, about seven pounds, I think.

Forwarder: Seven pounds? And where is he going, or she?

GPK: She's going to San Francisco.

Forwarder: She's going to San Francisco. What kind of a cat is it?

GPK: I'm not sure, you know.

Forwarder: Oh, its a little alley cat.

GPK: Right.

Forwarder: That's nice, the best kind. O.K. About seven pounds?

GPK: Yes

Forwarder: And who is going to a ...?

GPK: The hamster is going to St. Louis.

Forwarder: What does he weigh? About a pound? That's it. Right?

GPK: Yes

Forwarder: Yes, I used to have one. Weighs about a pound right?

GPK: Yes.

Forwarder: And the other was the parakeet, right?

GPK: Right.

Forwarder: And that is also a pound. And that is Chicago, right?

GPK: Right.

Forwarder: All right, hold on a moment please.

GPK: O.K.

Forwarder: O.K. now Greg, its going to cost you a little bit of money. Are you prepared for this?

GPK: Yes.

Forwarder: Its going to cost you twenty-four dollars for the parakeet, and twenty-four dollars for the hamster, and thirty-two ninety-four for the cat.

GPK: I see.

Forwarder: That's the best we can do, because there is a high additional charges for transporting animals.

GPK: I see.

Forwarder: Everywhere there's a 200% mark up on the airlines and air forwarders and everybody else.

GPK: I see. O.K. Well, thank you very much.

Forwarder: Will you bring the animals here?

GPK: I'll bring them in.

Forwarder: Do you have our address? We have a new address now.

GPK: You Have a new one? Could you give it to me?

Forwarder: Yes, 175-52 148th Rd. Jamaica, its right off New York Blvd.

GPK: O.K. I'll try to get them down to you. Thank you very much.

Forwarder: Good-by.

GPK: Good-by.

Allegro Air Freight Inc.
66 West 38th St.
New York, New York
212-831-1998
June 16, 1971 - - - 11:18 a.m.

Forwarder: Hello.

GPK: Hello, this is Greg Keenan calling and I'd like to make three shipments by air from New York to Chicago, San Francisco, and St. Louis. Can you give me some information.

Forwarder: Greg Keenan?

GPK: Yes.

Forwarder: Could you hold on just a moment please?

GPK: Surly

Forwarder: Hello.

GPK: Hello, this is Greg Keenan calling. Who am I talking to please?

Forwarder: This is Allegro Air Freight here. Mr. Keenan, where did you get our number?

GPK: From the Yellow Pages.

Forwarder: Oh. Greg Keenan. How do you spell that, K E ...?

GPK: K E E N A N.

Forwarder: Where are you located Mr. Keenan?

GPK: Well, I'm closing up my apartment at 202 West 85th Street.

Forwarder: This is personal effects you're shipping?

GPK: Yes, I have three animals that I would like to ship to three cities.

Forwarder: Three Animals!

GPK: Yes.

Forwarder: What are they, dogs?

GPK: Well, there's a parakeet, a hamster, and a cat.

Forwarder: Parakeet, a hamster, and a cat.

GPK: Yes, and could I have your name please.

Forwarder: My name is Raymond.

GPK: Raymond, O.K. I'm wondering if you could tell me whether you'd pick them up for me and a ...

Forwarder: Now wait a minute here. The parakeet, hamster, and cat are going where?

GPK: Well, the parakeet is going to Chicago, the cat is going to San Francisco, and the hamster is going to St. Louis.

Forwarder: Cat is going to San Francisco?

GPK: Yes

Forwarder: And the hamster is going to ...?

GPK: St. Louis.

Forwarder: St. Louis.

GPK: Ya.

Forwarder: And those are the three shipments you want to make.

GPK: Ya, right.

Forwarder: Well, Mr. Keenan, I'll have to get back to you. This is an unusual shipment. And a with some sort of an answer here. I'll have it checked out and find out just how they can go and when. Are you at your apartment?

GPK: A ya. Can I ... I'll give you the number. Well, I'm at work now. I'll tell you what, do think that there'll be trouble shipping them and if you do could you give me the name of another company that could do it.

Forwarder: Give you the name of another company that could do it?

GPK: Ya. Do you think that there will be trouble with ...?

Forwarder: Let me check this out and find out about the shipment. How will these things be packed for shipment?

GPK: They'd be in cages.

Forwarder: Cages. What's your number?

GPK: The number is 267-3636.

Forwarder: 267-3636 Is that your apartment?

GPK: No, this is my place of business.

Forwarder: Place of business.

GPK: O.K.?

Forwarder: You'll be there until what time, Mr. Keenan?

GPK: Until five o'clock this afternoon.

Forwarder: Five p.m.?

GPK: Yes.

Forwarder: O.K. we'll call you back with some sort of an answer.

GPK: O.K. Thank you very much.

Later in the afternoon the return call.

GPK: Hello.

Forwarder: Hello.

GPK: Ya.

Forwarder: Mr. Keenan?

GPK: Yes.

Forwarder: You want to ship some animals?

GPK: Yes

Forwarder: O.K. As long as they're in adequate cages, there's no problem.

GPK: I see and I forgot the name of your company.

Forwarder: Oh, ha, ha, ha, Allegro Air Freight.

GPK: Allegro Air Freight. Very Good. And you'll pick them up for me?

Forwarder: Sure, we'll pick them up but make sure they're in adequate cages. I will not accept them on a Friday.

GPK: I see.

Forwarder: I will not ship an animal over the weekend.

GPK: I see.

Forwarder: Cause they'll lay at the airport for a few days and that's no good.

GPK: I see.

Forwarder: And they die on you and I don't want to be responsible. You know, your going to say, "Hey, you gave me the wrong advice".

GPK: Sure. Can you tell me about how long it would take?

Forwarder: Well, they'll be there over night. The next day.

GPK: The next day. O.K. And could you tell me what the cost would be?

Forwarder: I don't know.

GPK: You don't know?

Forwarder: No, because we have to weigh them up.

GPK: Oh, I see. Well, what if I give you the weight now?

Forwarder: Well, give me the weights now and we'll find out what they cost about. Hold on a second, let me get a pen.

GPK: Sure.

Forwarder: O.K. You can go ahead.

GPK: The cat is seven pounds.

Forwarder: Wait a munite. Is that with the cage and everything?

GPK: Oh, cage included?

Forwarder: Of course.

GPK: All right, that's an extra three pounds.

Forwarder: All right.

GPK: So, the cat would be ten pounds.

Forwarder: Cat ten; where is it going?

GPK: San Francisco.

Forwarder: Right.

GPK: And the parakeet is going to be a pound with an extra two pound cage.

Forwarder: Three pounds for the parakeet. Where is that going?

GPK: Its going to Chicago and the hamster will be the same as the parakeet.

Forwarder: Hamster ...

GPK: And that's going to St. Louis

Forwarder: ... three pounds, St. Louis. O.K. When will you have these ready?

GPK: I'll call you early next week.

Forwarder: O.K. And I'll give you the rates then. I'll get them in the mean time.

GPK: O.K. Thanks a lot.

Forwarder: O.K.

GPK: Good-bye

Forwarder: Your welcome. Good-bye.

Allstates Air Cargo Inc.
35 Fenwick
Newark, New Jersey
212-267-6670
June 16, 1971 - - - 11:25 a.m.

Forwarder: Good morning, Allstates.

GPK: This is Greg Keenan calling and I'd like to make three shipments by air from New York City to Chicago, San Francisco, and St. Louis. Can you tell me who to talk to please?

Forwarder: Oh, Well, this is for a pickup right?

GPK: Ya.

Forwarder: O.K. One moment please.

Forwarder: May I help you?

GPK: This is Greg Keenan calling. Who am I speaking to please?

Forwarder: This is Billy.

GPK: I have three animals I need shipped to Chicago, San Francisco, and St. Louis.

Forwarder: Who is this?

GPK: Greg Keenan.

Forwarder: Greg Keenan.

GPK: Yes.

Forwarder: Who's he?

GPK: Who's he! That me.

Forwarder: Animals?

GPK: Animals.

Forwarder: We don't handle animals.

GPK: You don't handle animals sir. Can you tell me who I'd call?

Forwarder: Lots of luck. REA.

GPK: REA.

Forwarder: Only people that touch them.

GPK: Only people that touch them. Thank you very much.

Forwarder: Right

GPK: Good-bye.

Alltransport Inc.
17 Battery Pl.
New York, New York
212-943-0230
June 16, 1971 - - - 11:30 a.m.

Forwarder: Alltransport.

GPK: This is Greg Keenan calling. I'd like to make three shipments by air from New York City to Chicago, San Francisco and St. Louis. Can you tell me who to talk to please?

Forwarder: There's a - - - - - - airport office.

GPK: Pardon me.

Forwarder: We have an airport office. Do you want it shipped by air?

GPK: Yes please.

Forwarder: Alright, here's the number for the airport. 5285500

GPK: 528-5500 Thank you.

Forwarder: And they'll help you. Ask for Ellshall one of the gentleman there.

GPK: All who?

Forwarder: Ellshall, E L L S H A L L .

GPK: Thank you very much. Good-bye.

Forwarder: Bye

(I then made second call)

Forwarder: AWPC...

GPK: Yes, may I speak to Ellashall please?

Forwarder: Thank you.

Forwarder: Good morning.

GPK: May I speak to Ellashall please?

Forwarder: What is your name sir? Who's calling please?

GPK: This is Greg Keenan calling. I have three animals that I'd like to ship to Chicago, San Francisco, and St. Louis.

Forwarder: I will switch you over to Mr. Toherty...

GPK: Could I have that name again please?

Forwarder: Mr. Toherty, T O H E R T Y.

GPK: O.K.

Forwarder: He is the domestic service.

GPK: Thank you.

Forwarder: One moment sir.

Forwarder: Hello.

GPK: Hello.

Forwarder: Just a moment, please, sir.

Forwarder: Sorry to keep you waiting. May I help you?

GPK: Yes. This is Greg Keenan calling and I'd like to ship three animals, one to Chicago, to San Francisco, and one to St. Louis.

Forwarder: What kind of animals are these sir?

GPK: One is a cat, a parakeet, and a hamster.

Forwarder: I see. Well, we do not forward any animals of this nature.

GPK: I see.

Forwarder: See, we deal directly with the carrier. My advice to you would be to call the carrier directly.

GPK: I see. Could you give me the name of some one to call?

Forwarder: And you have Chicago your sending it to, right?

GPK: Ya.

Forwarder: There I would call American Airlines.

GPK: I see.

Forwarder: Let me give you their number. Its HA-4-7600. And the other one you had was going to ...?

GPK: One to San Francisco, and one to St. Louis.

Forwarder: O.K. The San Francisco one also American under the same number. And St. Louis, you should call Eastern Airlines.

GPK: Eastern Airlines.

Forwarder: Right, and that number is 656-7020.

GPK: Right, and are these people going to be able to pick these animals up for me?

Forwarder: Right, they should be able to. That is correct sir.

GPK: O.K. Thank you very much.

Forwarder: Your quite welcome. Good-bye now.

GPK: Good-bye.

Amerford Air Cargo
Amerford International Corp.
221-20 147 Ave.
Springfield Gardens, New York
212-528-0800
June 16, 1971 - - - 11:37 a.m.

Forwarder: Amerford, good morning.

GPK: This is Greg Keenan and I'd like to make three air shipments from New York to Chicago, San Francisco, and St. Louis. Can you tell me who to talk to please?

Forwarder: I'll give you the domestic department. Hold on.

GPK: Thank you.

Forwarder: Morning, may I help you?

GPK: This is Greg Keenan calling. Who am I talking to please?

Forwarder: This is Mike Hagarty.

GPK: Mike Hagarty?

Forwarder: Yup.

GPK: Very good. I have three animals that I need to ship across the country, one to Chicago, one to San Francisco, and one to St. Louis. Can you pick them up for me?

Forwarder: Are they live animals?

GPK: Ya.

Forwarder: We are not allowed to handle live animals.

GPK: You don't handle them. Can you tell me who I should go to to get them handled.

Forwarder: Your best bet I would say would be to deal directly with one of the Airlines.

GPK: Deal directly with the Airlines?

Forwarder: Ya. You said you had where, St. Louis? And what are the other two points?

GPK: San Francisco and Chicago.

Forwarder: TWA goes to all three points.

GPK: TWA, O.K.

Forwarder: So your best bet might be to call them. They might recommend a forwarder who does do that.

GPK: I see. O.K. Thank you very much.

Forwarder: Okey doke.

GPK: Good-bye

American Lamprecht Transport Inc.
160-23 Rockaway Blvd.
Jamaica, New York
212-723-8700
June 16, 1971 - - - 11:42 a.m.

Forwarder: Good morning, American Lamprecht.

GPK: This is Greg Keenan calling. I'd like to make three air shipments. Can you tell me who to talk to please?

Forwarder: Ya, you can talk to me.

GPK: I have three live animals that I need shipped to Chicago, San Francisco, and St. Louis. Can you pick them up for me?

Forwarder: Are you sure you want to call American Lamprecht?

GPK: Well, I don't think that I understand sir. Can you do this for me?

Forwarder: No we don't do this kind of shipment.

GPK: Oh, I see. Well, can you recommend someone who would?

Forwarder: Yes, I a ... what cities did you say?

GPK: That's Chicago, San Francisco, and St. Louis. Who am I talking to please?

Forwarder: American Lamprecht.

GPK: I see. And your name please?

Forwarder: My name is Richard Dunky. Why don't you call American Airlines?

GPK: American Airlines. O.K. Thank you very much.

Forwarder: Good-bye.

GPK: Good-bye.

Apex Air Freight Inc.
242 West 30th St.
New York, New York
212-279-1050
June 16, 1971 - - - 11:44 a.am

Forwarder: Apex.

GPK: This is Greg Keenan calling. Who am I talking to please?

Forwarder: Who's calling sir?

GPK: Greg Keenan.

Forwarder: Greg Keenan?

GPK: Yes.

Forwarder: Who are you calling for please?

GPK: Well, I'd like to make three air shipments. And can you connect me with someone?

Forwarder: Maybe I can help you with it. My name is Tommy Allen sir.

GPK: They're live animals and they need to ...

Forwarder: No sir. Ha, ha, ha. No sir.

GPK: You can't help me?

Forwarder: No sir. I'm sorry.

GPK: I see. Can you tell me who I should call?

Forwarder: Where are you located?

GPK: I'm closing up an apartment at 202 West 85th.

Forwarder: 202 West 85th Street?

GPK: Right.

Forwarder: Oh boy. What are these animals, cats or what?

GPK: One's a cat, one's a parakeet, and one's a hamster.

Forwarder: Hamster?

GPK: Hamster, right.

Forwarder: Hamster, oh. Oh boy, I don't know of any air freight company in the City to even recommend. I'm not being vicious by not recommending one. I just don't know of one.

GPK: Right. I see. *

Associated Air Freight Inc.
167-16 146 Ave.
Jamaica, New York
212-723-8000
June 16, 1971 - - - 11:55 a.m.

Forwarder: Associated Air Freight.

GPK: This is Greg Keenan calling. I'd like to make three air shipments from New York. Can you tell me who to talk to please?

Forwarder: Ya, I could take the pickup order from you sir.

GPK: I see. Could I have your name please?

Forwarder; Yes, Josephine.

GPK: Josephine, I have three animals, one needs to go to Chicago ...

Forwarder: We don't ship animals, sorry.

GPK: You don't ship animals?

Forwarder: No.

GPK: Can you tell me who I'd call?

Forwarder: Gee, I wouldn't know,I'm sorry.

* At this point G.P. Keenan inadvertantly allowed his recorder to run out of tape. According to his recollection, the conversation ended with advice from the forwarder that perhaps there was one company willing to accept live animals, namely Emery Air Freight.

GPK: You don't know anybody in New York that might ship them for me?

Forwarder: Just a moment.

Forwarder: Hello sir.

GPK: Yes.

Forwarder: Air Express, REA.

GPK: REA.

Forwarder: Right.

GPK: O.K. Thank you very much.

Forwarder: You're welcome, good-bye.

Bellair Expediting Service Inc.
87-17 Myrtle Ave.
Glendale, New York
212-441-7500
June 16, 1971 - - - 12:05 p.m.

Forwarder: Bellair Expediting.

GPK: This is Greg Keenan calling and I'd like to make three air shipments from New York.

Forwarder: Could you hold it just a second?

GPK: Sure.

Forwarder: Thank you.

Forwarder: Hello.

GPK: Hello.

Forwarder: Very sorry to have you waiting.

GPK: That's all right. I'd like to make three air shipments.

Forwarder: Yes.

GPK: Can you tell me who to talk to please?

Forwarder: I can take it, or if you hold a minute I give you Mr. Hall.

GPK: O.K. I'll hold on for Mr. Hall.

Forwarder: O.K. Thank you very much.

Forwarder: Bill Hall.

GPK: Mr. Hall, this is Greg Keenan calling and I have three animals that I need shipped, one to San Francisco, one to St. Louis and one to Chicago.

Forwarder: Oh boy. We don't handle animals.

GPK: You don't. Can you tell me who I should call?

Forwarder: Forwarders don't normally handle them.

GPK: I see.

Forwarder: You want these door to door?

GPK: Ya.

Forwarder: A let me think a minute. You'd want them delivered tomorrow probably too, right?

GPK: Ya.

Forwarder: Normally we don't do it. Let me clear it with our office in Chicago. See if we can handle them for you this time. What is your address?

GPK: 202 West 85th St.

Forwarder: 202 West 85th?

GPK: Ya.

Forwarder: Alk right, and what kind of animals are they?

GPK: One is a cat, one a parakeet, and one a hamster.

Forwarder: Parakeet and a hamster. O.K. Now where is the cat going?

GPK: San Francisco.

Forwarder: San Francisco. The parakeet is going?

GPK: Chicago.

Forwarder: Chicago. And the hamster?

GPK: To St. Louis.

Forwarder: St. Louis. Well at least we got all Bellair offices here. Let me see what we can do now. Our rates are pretty high for that.

GPK: They are? Could you quote them for me?

Forwarder: For example: San Francisco with the cat, I'm afraid would be around forty some dollars, which is really ridiculous.

GPK: Ya.

Forwarder: Can I make a suggestion?

GPK: Yes, please.

Forwarder: If you'll drive them to the airport at LaGuardia or Kennedy, give them to Air Express.

GPK: Air Express.

Forwarder: Right. They would handle them for you I think ...

GPK: Would that be REA?

Forwarder: REA

GPK: Ya.

Forwarder: Do you know where they are at LaGuardia?

GPK: Pardon me.

Forwarder: Do you know where they are at LaGuardia?

GPK: No, not really.

Forwarder: O.K. I'll tell you where you can go. When going into Grand Central; you will be coming down from what, the Triburough Bridge or will you be coming tnrough the tunnel?

GPK: Well, would REA be able to pick them up for me?

Forwarder: No, they normally don't pick them up. I think you have to tender them directly there.

GPK: Oh, I see.

Forwarder: I wouldn't allow them to do it anyway, if I were you, because what you're talking about is putting them in with, with a lot of cargo.

GPK: I see.

Forwarder: Do you follow me?

GPK: Ya.

Forwarder: But there is an outfit that handles them but their cost is extremely high. But if you take them up there it will run you roughly about ten dollars for animals.

GPK: I see.

Forwarder: And what they'll do on the other end, now they'll notify the people on arrival. But they will not deliver them for you.

GPK: I see. O.K. Thank you very much.

Forwarder: Will that work out?

GPK: That's better. That will.

Forwarder: Because obviously it would be really expensive when your talking about, say, a parakeet and a hamster.

GPK: Right.

Forwarder: Extremely expensive.

GPK: I see. O.K. Thank you very much.

Forwarder: Thank you.

GPK: Good-bye.

Forwarder: Good night.

C F Air Freight Inc.
139-11 95th Ave.
Jamaica, New York
212-526-3030
June 16, 1971 - - - 1:48 p.m.

Forwarder: C F Air Freight.

GPK: This is Greg Keenan calling. I'd like to make three air shipments out of New York, one to Chicago, one to San Francisco, and one to St. Louis. Who could I talk to please?

Forwarder: You can speak to me sir.

GPK: Your name please?

Forwarder: My name is Mr. Marcus. M A R C U S.

GPK: Thank you. I have three animals that I need to ship, a cat, a hamster, and a parakeet. And they're going to these three cities. Can you do it for me?

Forwarder: Hold on one second.

Forwarder: Hello sir.

GPK: Yes.

Forwarder: No, we can't handle animals.

GPK: You can't. Could you tell me or could you give me a name of ...

Forwarder: Somebody who can?

GPK: Ya.

Forwarder: What are the points again? Chicago?

GPK: Chicago, San Francisco, and St. Louis.

Forwarder: A ya. Call TWA.

GPK: TWA, O.K.

Forwarder: Hold on. As a matter of fact I'll give you their number.

GPK: Good enough.

Forwarder: Hello, are you still there?

GPK: Ya.

Forwarder: O.K. Hold on. TWA goes to all three points.

GPK: Can they pick them up for me at the house?

Forwarder: Normally no. I'll tell you why. Because this stuff usually has to go prepaid, cash.

GPK: I see. Do you know of any place that would pick them up for me at the house? I'm closing up my apartment and a ...

Forwarder: Hold on.

Forwarder: Do you have a kennel or something to ship them in?

GPK: I've got cages.

Forwarder: You can call TWA and try them out for size but I'm pretty sure that they'll turn you down as far and the pick up.

GPK: Right.

Forwarder: But the people who will do it is Air Express.

GPK: REA?

Forwarder: Ya.

GPK: O.K. I'll give them a ring. Thank you very much.

Forwarder: Okey Doke.

GPK: Good-bye.

Forwarder: Good-bye.

Clough Expediting Co.
140-43 Oak Ave.
Flushing, New York
212-FL 8-1176
June 16, 1971 - - - 2:00 p.m.

Forwarder: Clough.

GPK: This is Greg Keenan calling and I'd like to make three air shipments from New York, to Chicago, San Francisco and St. Louis. Can you tell me who to talk to please?

Forwarder: You can speak to me.

GPK: Who am I speaking to please?

Forwarder: This is Marie Clough.

GPK: I have three animals, a cat, a hamster, and a parakeet that have to be shipped to these three cities. Can you tell me whether you could pick them up and what the charges would be? And what the shipping time would be?

Forwarder: Well, we can not handle livestock.

GPK: You can't. Can you tell me who I would go to for this type of service.

Forwarder: Well, the best thing for you to do and the best thing for your animals would be to go straight to the airport with them, the three animals.

GPK: Well, I really need to find someone who would pick them up for me. Can you tell me...

Forwarder: Yes, but this way your are assured that they don't lay around and they die. You bring them straight out to the airport, they'll get fast service.

GPK: I see. Well, I still don't think that I can get them out to the airport. Would there be anyone who could pick them up for me.

Forwarder: No, I don't know of any freight forwarder who handles them.

GPK: O.K. Thank you very much.

Forwarder: Your welcome.

GPK: Good-bye.

Crown Air Freight Corp.
153-27 Rockaway Blvd.
Jamaica, New York
212-723-6100
June 16, 1971 - - - 2:14 p.m.

Forwarder: Good afternoon, Crown Air Freight.

GPK: This is Greg Keenan calling. I'd like to make three shipments out of New York, one to Chicago, one to St. Louis, and one to San Francisco. Can you tell me who to talk to please?

Forwarder: Well, how heavy are they?

GPK: Well, these ... all three of them are animals, very light.

Forwarder: What kind of animals?

GPK: I have ... there's just one animal involved in each shipment.

Forwarder: O.K. Which animal goes where?

GPK: A cat to San Francisco, a parakeet to Chicago, and the hamster to St. Louis.

Forwarder: O.K. Now, would you have any idea how much each one weighs?

GPK: Yes, I do. Who am I talking to please?

Forwarder: Rose, Crown Air Freight.

GPK: The cat weighs seven pounds. The hamster and parakeet, I should guess, probably weigh a pound a piece.

Forwarder: O.K. And who is this calling?

GPK: Greg Keenan.

Forwarder: This is for a private party?

GPK: Yes, it is. I'm closing up an apartment in New York.

Forwarder: O.K. Hold on please.

Forwarder: Hello.

GPK: Ya.

Forwarder: O.K. I have to find out for you and get right back to you. Can I have your number?

GPK: Yes, the number is 267-3636

Forwarder: And it's Greg Keenan?

GPK: Greg Keenan, right.

Forwarder: O.K. I'll call you right back.

GPK: Do you know off hand whether you would be able to pick these animals up?

Forwarder: That's what I'm going to go over and find out all about it.

GPK: Thank you very much. Good-bye.

There was no return call.

Dax Air Freight - Domestic Air Express Inc.
147-17 176
Jamaica, New York
212-276-3100
June 16, 1971 - - - 2:32 p.m.

Forwarder: Dax, Domestic Air Express.

GPK: This is Greg Keenan calling and I have three animals that I need shipped across the country.

Forwarder: Hold a minute.

Forwarder: Good afternoon, Dax pick up.

GPK: This is Greg Keenan calling. Who am I talking to please?

Forwarder: Pete.

GPK: Pete, I have three animals that I need shipped, one to Chicago, one to San Francisco, and one to St. Louis.

Forwarder: Animals?

GPK: Animals.

Forwarder: May I say if they are alive. I mean, you know.

GPK: They're live.

Forwarder: Well, let me check. Hold on a second. I'm not too sure if we can handle them.

GPK: I need them picked up also.

Forwarder: What?

GPK: I need them picked up.

Forwarder: Ya, well, I don't know if we can handle them.

GPK: O.K.

Forwarder: Hold on a minute please.

GPK: Thanks.

Forwarder: What's the name of your company again, please?

GPK: No, this is just .. it's private.

Forwarder: It's private.

GPK: Greg Keenan.

Forwarder: All right, hold on please.

Forwarder: Hello sir.

GPK: Ya.

Forwarder: I'm sorry but we cannot handle them.

GPK: I see. Can you tell me who to call?

Forwarder: You can call ... I don't know. Well I just spoke to my supervisor, and he says that none of the people that handle the freight ...

GPK: None of the ...

Forwarder: ... like Emery, Air Borne, you know.

GPK: Would there be anybody in New York City to call? Who would pick them up for me and deliver them?

Forwarder: Well, I was told that the airline would do this for you.

GPK: Would they pick them up?

Forwarder: Well, you can request that.

GPK: I see.

Forwarder: You can call any airline you want and tell them that you have animals that you would like to have them pick up.

GPK: O.K. Thank...

Forwarder: Ask for the freight department or something.

GPK: Thank you very much.

Forwarder: You're welcome.

GPK: Good-bye.

Forwarder: Good-bye.

Express Air Freight Inc.
1 Runiak
Newark, New Jersey
212-233-0180
June 16, 1971 - - - 2:54 p.m.

Forwarder: Santa Fe Air Freight. Can I help you?

GPK: Yes, this is Greg Keenan calling and I have three animals that I need shipped by air cross ...

Forwarder: Sorry sir, we don't handle live animals.

GPK: Who am I talking to please?

Forwarder: This is Santa Fe Air Freight.

GPK: I see.

Forwarder: You have to contact Air Express.

GPK: Is that REA?

Forwarder: Yes, it is.

GPK: O.K. Thank you very much.

Forwarder: Right.

GPK: Good-bye.

Flying Mailmen Service Inc.
147 Spring
New York, New York
212-966-2200
June 16, 1971 - - - 2:58 p.m.

Forwarder: Hello.

GPK: I would like to ship some animals.

Forwarder: Hold on, Hold on.

Forwarder: Hello, sir.

GPK: Yes.

Forwarder: We don't ship animals.

GPK: You don't?

Forwarder: We don't.

GPK: Could you tell me who I would go to to get animals shipped?

Forwarder: Wait a minute. Let me ask the other gentlemen.

Forwarder: Hello.

GPK: Hello, this is Greg Keenan. Who am I speaking to please?

Forwarder: My name is Dick Bradish. Can I help you?

GPK: Yes, I'd like to ship some ... three animals, one to San Francisco, one to Chicago, and one to St. Louis.

Forwarder: What type of animals?

GPK: A cat, hamster and parakeet.

Forwarder: All right, Air Express are the people. They even have the containers to ship them in.

GPK: I see. O.K.

Forwarder: Give them a call. Let me see, that number is ... I guess 557-2000.

GPK: O.K.

Forwarder: And ask for A ir Express at Kennedy Airport.

GPK: Very Good.

Forwarder: And I think they'll be able to help you.

GPK: Thank you very much.

Forwarder: Right.

GPK: Good-bye.

Gem Forwarding Corp
395 Broadway
New York, New York
212-WA-5-0619
June 16, 1971 - - - 3:23 p.m.

Forwarder: Gem Forwarding.

GPK: This is Greg Keenan calling. I'd like to make three shipments from New York. Can you tell me who to talk to please?

Forwarder: Are those air shipments?

GPK: Yes, they are.

Forwarder: Thank you.

Forwarder: Hello, Charlie Cadetz here.

GPK: Cadetz?

Forwarder: Yes.

GPK: This is Greg Keenan calling and I have three animals that I need to ship.

Forwarder: Three animals?

GPK: Yes.

Forwarder: O.K. Where to?

GPK: One to San Francisco, one to St. Louis and one to Chicago.

Forwarder: One to San Francisco, one to St. Louis and one to Chicago. What kind of animals are they?

GPK: The cat goes to San Francisco. I have a parakeet that goes to Chicago, and a hamster to St. Louis. I'm closing up an apartment at 202 W. 85th and I need some one to pick them up, deliver them and ship them to their destination point.

Forwarder: I see. O.K. May I have your name and telephone number?

GPK: Yes, my name is Greg Keenan.

Forwarder: Greg Keenan.

GPK: The number is 267-

Forwarder: 267-

GPK: 3633.

Forwarder: 3633. You said the address where we would pick up would be? What's the address again.

GPK: 202 W. 85th street.

Forwarder: 202 W. 83rd?

GPK: West 85th.

Forwarder: 85th Street.

GPK: Yes.

Forwarder: And the Apartment number?

GPK: It's on the fifth floor.

Forwarder: Fifth floor.

GPK: Can you tell me ... can you pick them up for me?

Forwarder: Well, number one I'll have to find out a ... number one, you got them in cages I suppose?

GPK: They are in cages.

Forwarder: O.K. Can you give me more or less an estimate of weight and a ...

GPK: Ya, the cat - seven pounds, and the parakeet and the hamster are a pound a piece.

Forwarder: O.K. And the cage of each one is estimate what?

GPK: I'm not sure what they weigh. I guess you could make an estimate on that.

Forwarder: Okey-doky. Let me call you back and I'll get all this information. How soon do you want to ship this now?

GPK: I need to ship them this week.

Forwarder: This week?

GPK: Yes.

Forwarder: O.K. Very well, I'll call you back Mr. Keenan.

GPK: Would you call me back today?

Forwarder: Yes.

GPK: Thankyou very much.

Forwarder: Thank you.

GPK: Good-bye.

The return call that afternoon.

GPK: Hello.

Forwarder: Hello, Mr. Keenan?

GPK: Yes.

Forwarder: How are you? This is Charles Cadetz from Gem Forwarding again.

GPK: Yes.

Forwarder: The reason I call you Mr. Keenan is number one, this being domestic traffic, I would like to refer you to Emery Air Freight

GPK: Emery Air Freight.

Forwarder: Yes, the reason why is because I don't want to penalize you with forwarding fees. You see, we don't make any commission on the freight forwarding on this shipments domesticly.

GPK: I see.

Forwarder: And for us to make any profit we would have to charge you a forwarding fee which would be too much money for you people there.

GPK: I see. O.K.

Forwarder: But any way I would like to ask you one question Mr. Keenan if I may?

GPK: Sure.

Forwarder: How happen you call us? I'm just curious to find out how did you happen to call us.

GPK: Well I was just looking through the Yellow Pages and picked your number out. Pure coincidence.

Forwarder: Oh, that is very good to know. At least the ad is paying off.

GPK: O.K.

Forwarder: But, one thing I would appreciate, Mr. Keenan, if at any time you have shipments on an international basis, you know overseas?

GPK: Yes.

Forwarder: Any place in the world, we can handle it.

GPK: Thank you very much.

Forwarder: And I would appreciate you make a note of that.

GPK: Very Good.

Forwarder: Thank you sir.

GPK: Good-bye.

Forwarder: Bye-bye.

General Air Freight Inc.
Bldg 150 Newark-Airport
Newark, New Jersey
212-947-7170
June 16, 1971 - - - 3:27 p.m.

Forwarder: General Air Freight.

GPK: This is Greg Keenan calling. I'd like to make three air shipments out of New York. Can you tell me who to talk to please?

Forwarder: You want to ship something?

GPK: Yes.

Forwarder: Well, we can help you.

GPK: Who am I talking to please?

Forwarder: Smitty.

GPK: Smitty, I have three animals that need to be shipped across the country, one to San Francisco, one to St. Louis and one to Chicago.

Forwarder: These are animals!

GPK: Live animals.

Forwarder: Live Animals! Oy! I can't help you on that one.

GPK: You can't,can you tell me who I should call?

Forwarder: Oh, you could call, the only number I have is the one in New Jersey, Air Express.

GPK: Air Express?

Forwarder: Ya, its a division of Railway Express.

GPK: Can you give me the number?

Forwarder: Yes, 643-

GPK: Yes.

Forwarder: 4040.

GPK: Very good. Thanks a lot.

Forwarder: Right.

GPK: Good-bye.

Forwarder: Good-bye.

Gilbert International Corp.
1 Gilbert Dr.
Secaucus, New Jersey
201-866-0500
June 16, 1971 - - - 3:32 p.m.

Forwarder: Gilbert.

GPK: This is Greg Keenan calling. I would like to make three air shipments out of New York City please.

Forwarder: Who do you want to talk to?

GPK: Any one that could handle me.

Forwarder: For what, the J. C. Penney or what?

GPK: For Gilbert International Corp.

Forwarder: What do you want a pickup or ...

GPK: Pickup.

Forwarder: Hold on.

Forwarder: Hello.

GPK: This is Greg Keenan calling and I'd like to make three shipments out of New York. Who am I talking to please?

Forwarder: Chuck.

GPK: Chuck, I've got three animals that I need shipped.

Forwarder: Animals?

GPK: Ya.

Forwarder: Live?

GPK: Yup.

Forwarder: We can't do that.

GPK: You can't. Could tell me who I'd call?

Forwarder: I would suggest that you call REA.

GPK: O.K. Thanks a lot. Good-bye.

Forwarder: Good-bye.

Haras & Co. Inc.
921 Bergen Ave.
Jersey City, New Jersey
212-WH-4-4642
June 16, 1971 - - - 3:52 p.m.

Forwarder: Haras.

GPK: This is Greg Keenan calling. I'd like to make three shipments out of New York City. Can you tell me who to talk to please?

Forwarder: What's it about? I mean whose account?

GPK: This is no account. This is a private a ... thing that I need to get done.

Forwarder: Oh, a ... well, a... first off we handle no private deal. We only handle corporations.

GPK: You handle corporations.

Forwarder: Yes sir.

GPK: Can you tell me someone who would handle ...

Forwarder: What is it in referance to?

GPK: Well, these are live animals that I need shipped.

Forwarder: Oh, live animals. Gee, I don't know anybody who would handle them really. Personal effects we use to give over to REA Express. They might handle them.

GPK: O.K. Thank you very much. I'll call them.

Forwarder: Right-O.

GPK: Good-bye.

Henjes Air Cargo Inc.
172-80 Baisley Blvd.
Jamaica, New York
212-276-1010
June 16, 1971 - - - 4:04 p.m.

Forwarder: Henjes, good afternoon.

GPK: This is Greg Keenan calling and I'd like to make three air shipments out of New York City. Can you tell me who to talk to please?

Forwarder: One minute please.

Forwarder: Hello, who's calling?

GPK: This is Greg Keenan.

Forwarder: What is your problem.

GPK: Oh, I'll tell you. I've got three shipments that I'd like to make out of New York City. Who am I talking to please?

Forwarder: This is Jo-Ann. I'm going to have to give you one of the guys, the traffic manager. Can you hold on a minute please. His line is busy.

GPK: About how long do you think it will be?

Forwarder: A couple of minutes.

GPK: O.K. Thanks.

Forwarder: All right.

Forwarder: Hello.

GPK: Hello. This is Greg Keenan calling. I'd like to make three air shipments out of New York. Who am I talking to please?

Forwarder: Tom Leary. Who recommended you to us?

GPK: I just found you're name in the Yellow Pages.

Forwarder: This a personal shipment?

GPK: Yes.

Forwarder: No, we don't handle personal shipments.

GPK: You don't. Thank you very much. Good-bye.

Hop Air Freight Forwarder Inc.
236 W. 26th St.
New York, New York
212-WA-9-5936
June 16, 1971 - - - 4:11 p.m.

Forwarder: Hop Air, good afternoon.

GPK: This is Greg Keenan calling and I'd like to make three shipments out of New York. Can you tell me who to talk to?

Forwarder: Sir, you can talk to me. I'll dispatch for you.

GPK: I see. Could I have your name please?

Forwarder: Mandelbaum.

GPK: Mr. Mandelbaum, I have three animals. I need to ship one to San Francisco, one to St. Louis and one to Chicago.

Forwarder: We don't ship animals sir.

GPK: Can you tell me who I'd call?

Forwarder: San Francisco.

GPK: Chicago.

Forwarder: Chicago and St. Louis.

GPK: I need them picked up and delivered.

Forwarder: Yes, you'd better get American Airlines on that.

GPK: They'll pick them up for me?

Forwarder: Yes, I believe so. Or perhaps you should get Emery Air Freight. That might be better for you.

GPK: I see. Thanks a lot.

Forwarder: You want the telephone of that outfit?

GPK: That's O.K. I'll look it up.

Forwarder: All right.

GPK: Thanks, good-bye.

Forwarder: Good-bye.

Imperial Air Freight Service Inc.
151 Oliver St.
Newark, New Jersey
212-964-2201
June 16, 1971 - - - 4:16 p.m.

Forwarder: Good afternoon, Imperial.

GPK: This is Greg Keenan calling and I have three shipments that I'd like to ship domesticly out of New York City.

Forwarder: Oh, we'll take them. Where do you want us to pick them up?

GPK: Well, let me tell you first...

Forwarder: Go ahead.

GPK: They're going to San Francisco, Chicago and St. Louis. Who am I talking to please?

Forwarder: Addy, A D D Y.

GPK: Right.

Forwarder: O.K. Who am I talking to.

GPK: Greg Keenan.

Forwarder: O.K. Greg, now what company are you with?

GPK: I am not with a company and these are live animals that I need to get shipped.

Forwarder: Call REA or Airline Direct.

GPK: Thank you very much.

Forwarder: You're welcome.

GPK: Good-bye.

Forwarder: Bye-bye.

Interboro Freightways Inc.
108-22 Astoria Blvd.
Crna., New York
212-672-0100
June 16, 1971 - - - 4:18 p.m.

Forwarder: 0 - one hundred.

GPK: This is Greg Keenan calling. I'd like to make three domestic shipments out of New York City. Can you tell me who to talk to please?

Forwarder: Sure, I can help you. What is the name of your company again please.

GPK: No company. This is just a private thing. These are live animals that I need shipped.

Forwarder: Oh, we can't help you on that. Not live animals.

GPK: No live animals. Who am I talking to please?

Forwarder: This is Angel Rivera.

GPK: Angel, can you tell me who to call?

Forwarder: Where are you shipping them to?

GPK: San Francisco, Chicago, and St. Louis. I need them picked up and delivered.

Forwarder: Right. What kind of animals?

GPK: A cat, a parakeet and a hamster.

Forwarder: I think if I'm not mistaken that Air Express does something like that.

GPK: Air Express, O.K. I'll give them a ring. Thank you ...

Forwarder; Hold on a minute.

Forwarder: You can do it direct Airlines like if you call United or American.

GPK: I see. O.K. I'll check one of the two.

Forwarder: O.K.

GPK: Thank you. Good-bye.

Jet Air Freight Inc.
146-92 New York Blvd.
Jamaica, New York
212-656-6300
June 16, 1971 - - - 4:31 p.m.

Forwarder: Good afternoon, Jet shipment control. May I help you?

GPK: This is Greg Keenan and I'd like to make three domestic air shipments out of New York City. Can you tell me who to talk to please?

Forwarder: Well, I could take the pickup sir. But what time does your company close.

GPK: It's no company.

Forwarder: Oh.

GPK: And the . . . this is a . . . for a private . . .

Forwarder: A private residence sir?

GPK: Yes.

Forwarder: Oh, one moment please. Let me make out a card here. Will you be at this place tomorrow to have it picked up?

GPK: Yes I would. Who am I talking to please?

Forwarder: My name is Jean. J E A N.

GPK: Jean, these are three animals that I need shipped.

Forwarder: Three animals?

GPK: Ya, live animals.

Forwarder: Sorry sir, we do not ship livestock

GPK: I see. Can you tell me who I should get in touch with? Now I need this for pickup and delivery.

Forwarder: Wait a minute. Where is your animals going to?

GPK: San Francisco, Chicago and St. Louis.

Forwarder: I'm going to give you American Airlines. Wait a minute. Wait a minute. I'm going to give you American Airlines'outside number. You can call them.

GPK: O.K.

Forwarder: The Airlines'll handle livestock but Air Freight doesn't. Hello. Hello.

GPK: Ya.

Forwarder: Oh. Call HA-4-7 . . . Hello.

GPK: Ya.

Forwarder: Call HA-4 . . .

GPK: Right.

Forwarder: . . . 7600.

GPK: Thank you very much.

Forwarder: You're very welcome.

GPK: Good-bye.

Forwarder: Bye-bye.

Joyce Expediting Service
140-43 Oak Ave.
Flushing, New York
212-FL-8-1176
June 16, 1971 - - - 4:34 p.m.

Forwarder: Joyce, hold on please.

Forwarder: Hi.

GPK: This is Greg Keenan calling and I need to make three domestic shipments out of New York City. Can you tell me who to talk to?

Forwarder: What do they consist of?

GPK: This is . . . Who am I talking to please?

Forwarder: This is Mrs. Clough. I'm the manager.

GPK: Mrs. Clough, I've got three animals, live animals.

Forwarder: I can't do it. You called me this morning.

GPK: I did?

Forwarder: Yes, you called me this morning. You probably called a different number. I mean a . . . you probably called a different company.

GPK: Oh.

Forwarder: You were calling a different company.

GPK: I see. I see. And you can't do it?

Forwarder: No, right.

GPK: Can you tell me who to call?

Forwarder: I told you this morning I had no idea who to call.

GPK: O.K. Thanks a lot. Good-bye.

Heidl's Inc.
107 Washington
New York, N.Y.
212-344-1850
June 16, 1971 - - - 3:59 p.m.

Forwarder: 1085, good afternoon.

GPK: This is Greg Keenan calling and I have three air shipments that I'd like to send out of New York. Can you tell me who to talk to please?

Forwarder: Where are they going to?

GPK: San Francisco, Chicago, and St. Louis.

Forwarder: Just a moment, I'll . . .

Forwarder: Hello.

GPK: This is Greg Keenan calling. I have three air shipments that I'd like to send out of New York. Can you tell me who to talk to please?

Forwarder: I'll try to help you. Our traffic manager is not in today.

GPK: I see. Who am I talking to please?

Forwarder: Grace Snows.

GPK: Pardon me?

Forwarder: Grace Snows

GPK: Grace, I have three animals that I need to ship, one to San Francisco, one to Chicago, and one to St. Louis.

Forwarder: Now, these, they're going to by Air Freight. Right?

GPK: Right and they're live animals and I need them picked up from my apartment which I'm closing up at 202 West 85th Street.

Forwarder: 202 West 85th Street. And you want one to go to Frisco, one to St. Louis . . .

GPK: And one Chicago.

Forwarder: One Chicago. O.K. What kind of animals are they?

GPK: The cat is going to San Francisco, parakeet to Chicago . . .

Forwarder: Wow!

GPK: And the hamster to St. Louis.

Forwarder: Ha, ha, ha, ha. And the hamster to St. Louis.

GPK: Right.

Forwarder: O.K. Now, I'm not too familiar with animals. So suppose I have Mr. Brain give you a call first thing tomorrow.

GPK: Could I call him?

Forwarder: Ya.

GPK: It would be easier for me.

Forwarder: Right. What's your name?

GPK: Greg Keenan.

Forwarder: Greg Keenan. O.K. Fine.

GPK: Do I call the same number?

Forwarder: Ya, he'll be in tomorrow and he'll know more about it.

GPK: Mr. Green?

Forwarder: Mr. Breen. B R E E N.

GPK: O.K. Thank you very much.

Forwarder: O.K.? All right, bye now.

GPK: Good-bye.

(There was no return call made.)

Mark IV Air Freight Inc.
44-17 55 Ave.
Maspeth, New York
212-937-0810
July 8, 1971 - - - 1:08 p.m.

Forwarder: Mark IV, good afternoon.

GPK: This is Greg Keenan calling. I have three domestic shipments that I'd like to ship out of New York City. Can you tell me who to talk to?

Forwarder: Ya, I could take a pickup.

GPK: Who am I talking to please?

Forwarder: This is Madeline.

GPK: Madeline, I've got three animals that I need shipped cross country.

Forwarder: Animals?

GPK: Ya, live animals.

Forwarder: Hold on a moment.

Forwarder: Hello.

GPK: Hello.

Forwarder: No, we don't ship animals.

GPK: Can you tell me who to call?

Forwarder: Where do you want to ship them to?

GPK: One to San Francisco, one to Chicago, and one to St. Louis.

Forwarder: Your best bet would be to call the airlines direct.

GPK: Call the airlines direct?

Forwarder: Ya, because like we're not allowed . . . we're not licensed to carry animals. And I think most of the Forwarders are not. So your best bet would be to call the airline that goes into that city. You know and find out whether they will carry them.

GPK: O.K. Thank you very much. I'll do that.

Forwarder: O.K. All right.

GPK: Good-bye.

Forwarder: Good-bye.

Merchants Air Express
124-19 Old South Road
Jamaica South, New York
212-835-6600
July 8, 1971 - - - 1:18 p.m.

Forwarder: LTC.

GPK: This is Greg Keenan calling. I have three domestic shipments that I'd like to ship by air out of New York City. Can you tell me who to talk to please?

Forwarder: Now, you can give me the information. What did you want to know?

GPK: Who am I talking to please?

Forwarder: This is Mrs. Fox. I can take . . .

GPK: Mrs. Fox, I have three animals that I need shipped cross-country.

Forwarder: Three animals, oh, I don't think we can help you.

GPK: You don't ship animals?

Forwarder: No, I don't think so. Hold on.

Forwarder: No, I'm awfully sorry.

GPK: Can you tell me who to call?

Forwarder: Let me . . . Hold on.

Forwarder: Someone is checking that right now. He's going to recommend somebody for you.

GPK: Thank you.

Forwarder: O.K.?

Forwarder: Hello, yes sir?

GPK: Yes sir.

Forwarder: You need transportation for animals. Right?

GPK: Yes.

Forwarder: Now, there is a firm, an outfit, which specializes in that and they might be able to help you.

GPK: O.K.

Forwarder: You want to take the number?

GPK: I will.

Forwarder: O.K. It's Alex Nicholes Agency. Telephone number is . . . is area code is 516, telephone is 671-8215.

GPK: Thank you very much. I'll call them.

Forwarder: You're very welcome sir.

GPK: Good-bye.

Forwarder: Bye-bye.

Mercury Air Freight Inc.
243 East 38th Street
New York, New York
212-656-5400
July 8, 1971 - - - 1:21 p.m.

Forwarder: Mercury.

GPK: This is Greg Keenan calling. I have three air shipments, domestic shipments, that I'd like to ship out of New York City. Can you tell me who to talk to please?

Forwarder: Ya, you can talk to me. You got three pick ups. Right?

GPK: Right. Who am I talking to please?

Forwarder: Frank.

GPK: Frank, I've got three animals that I need to ship cross-country.

Forwarder: Animals?

GKP: Ya.

Forwarder: No, animals we don't touch.

GPK: Can you tell me who to call?

Forwarder: No, I couldn't help you out on that sir.

GPK: There's no one who would ship animals for me?

Forwarder: No.

GPK: O.K. Thank you very much.

Forwarder: I don't know. Hello.

GPK: Ya.

Forwarder: Hello, who's calling?

GPK: Greg Keenan.

Forwarder: No.

GPK: O.K. Thank you.

Forwarder: You're welcome.

GPK: Good-bye.

Forwarder: Bye.

Murry Air Freight Inc.
152-02 136 Ave.
Jamaica, New York
212-656-6633
July 8, 1971 - - - 1:23 p.m.

Forwarder: Murry Air Freight.

GPK: This is Greg Keenan calling. I have three domestic air shipments to ship out of New York City. Can you tell me who to talk to please?

Forwarder: You can talk to me in a minute, as soon as I get untangled from my wire.

GPK: Fine. Who am I talking to?

Forwarder: You're talking to Bella.

GPK: Donna, I've got three . . .

Forwarder: No, this is Bella, B E L L A.

GPK: B E L L A. Bella, . . .

Forwarder: O.K. Here, let'sspell your company's name and address and everything else.

GPK: There's no company. It's a private shipment.

Forwarder: Oh, O.K., and what's your name?

GPK: Greg Keenan.

Forwarder: G R E I G?

GPK: G R E G K E E . . .

Forwarder: Wait, wait, wait. G R E G K?

GPK: E E N A N.

Forwarder: And where are you located?

GPK: 202 . . .

Forwarder: 202.

GPK: West 85th Street.

Forwarder: West 85th Street.

GPK: There are three animals that I need to ship.

Forwarder: Is that New York? Pardon me, where is that, New York?

GPK: That's right.

Forwarder: New York. And what floor are you on?

GPK: Pardon me.

Forwarder: What floor are you on?

GPK: Fifth.

Forwarder: Fifth floor, and your room number?

GPK: No room number.

Forwarder: O.K. Now, what are you going to have?

GPK: Three animals I need shipped cross country.

Forwarder: O.K. Hold on a moment. I'll have to connect you with our general manager. Hold on.

GPK: Fine.

Forwarder: Hello.

GPK: Hello.

Forwarder: Yes sir.

GPK: I have three animals that I need to ship cross-country.

Forwarder: Live animals?

GPK: Live animals.

Forwarder: Can't touch them sir.

GPK: Can you tell me who to call? Who am I talking to?

Forwarder: George Parket.

GPK: Mr. Parket, can you tell me who to call?

Forwarder: I'm just trying to think. There was . . . Do you have a Manhattan classified?

GPK: Ya.

Forwarder: Are you familiar with Trefflich downtown?

GPK: No.

Forwarder: Trefflich is the big animal dealer. Wait a minute. Let me see what I got. I remember we got a flyer in one time from an outfit that was handling animals. Just let me think. I'm just trying to turn back. Hello.

GPK: Ya.

Forwarder: I can't think to the name of the transportation company that specializes in it. However, one of the foremost animal dealers in the country is this Trefflich Inc. They have a place downtown. I'm not sure where that is. But their phone number . . .

GPK: Could you spell it please?

Forwarder: Trefflich, T R E double F L I C H Incorporated.

GPK: Thank you.

Forwarder: The phone number listed in the Manhattan Class. is 201, which is a New Jersey number, 534-4060.

GPK: Thank you very much.

Forwarder: And ask them if they might help you. I'm sure they do import animals for zoos and everything. I'm sure they would know who handles.

GPK: Thank you very much.

Forwarder: O.K. Right-o. Bye now.

GPK: Bye.

Novo Airfreight
Information & Pickup
182-11 150 Road
Springfield Gardens, New York
212-525-8600
July 8, 1971 - - - 1:38 p.m.

Forwarder: Good afternoon, Novo Airfreight.

GPK: This is Greg Keenan calling. I have three domestic air shipments that I'd like to ship out of New York City. Can you tell me who to talk to please?

Forwarder: I can take the pickup sir.

GPK: Who am I talking to please?

Forwarder: Jane.

GPK: Jane, I have three animals that I need to ship cross-country.

Forwarder: Animals? Oh, I'm sorry we can't handle animals.

GPK: Can you tell me who to call?

Forwarder: Where is it . . . where are they going?

GPK: San Francisco, Chicago and St. Louis.

Forwarder: I'd suggest American for San Francisco and Chicago, and TWA for St. Louis.

GPK: Thank you very much.

Forwarder: You have to call the airlines direct.

GPK: Thank you. Good-bye.

Forwarder: You're welcome. Bye now.

Ollendorff H G Inc.
10-15 44 Ave.
Long Island City, New York
212-361-9181
July 8, 1971 - - - 1:40 p.m.

Forwarder: H. G. Ollendorff, good afternoon.

GPK: This is Greg Keenan calling. I have three domestic air shipments that I need shipped out of New York City. Can you tell me who to talk to please?

Forwarder: By air?

GPK: By air.

Forwarder: Oh, you'd have to talk to Peter Ollendorff and he's gone out to lunch.

GPK: O.K. I'll call back later then.

Forwarder: All right, call back about a quarter to three. He should be back by then.

GPK: Very good, thank you.

Forwarder: You're welcome.

GPK: Good-bye.

July 8, 1971 - - - 3:35 p.m.
Second call to Ollendorff H. G. Inc.

Forwarder: H. G. Ollendorff, good afternoon.

GPK: Is Peter Ollendorff there please? Greg Keenan calling.

Forwarder: One moment.

Forwarder: Hello.

GPK: Mr. Ollendorff.

Forwarder: Yes.

GPK: This is Greg Keenan. I have three animals that I need to ship cross-country.

Forwarder: Right. O.K.

GPK: Can you do it for me?

Forwarder: Ya, when does it need to be done?

GPK: Well, they're . . . they need to be picked up and delivered.

Forwarder: When?

GPK: Next week sometime.

Forwarder: Where do they have to be picked up from?

GPK: 202 West 85th Street.

Forwarder: 202 West 85th?

GPK: Right.

Forwarder: Ya, O.K. And they're going to go to where?

GPK: One to San Francisco, one to Chicago and one to St. Louis.

Forwarder: Frisco, one to Chicago and St. Louis. What are they, dogs or . . .

GPK: A cat, a hamster and a parakeet.

Forwarder: Oh, which is which. Ha, Ha, O.K. Which one is going where?

GPK: All right, the parakeet to Chicago, cat to San Fran., and hamster to St. Louis.

Forwarder: O.K. Hold on a second. Let me see if we can do it. Hold on a second.

Forwarder: Mr. Keenan.

GPK: Yes.

Forwarder: Ya, I'm going to have to call you back in a little while. The dispatcher is not here right now.

GPK: I can't . . . would it . . . could I call you?

Forwarder: O.K. Let's see, what time is it now? I would say around 4:30. He should be back and then we can more or less know and we can work this out.

GPK: I see. You can do it for me then.

Forwarder: I . . . d'a . . . most probably yes. But I don't want to give you anything without, you know, him being here because he knows exactly how much work there is next week.

GPK: I see. But you could do it for me sometime.

Forwarder: Probably yes, most probably yes.

GPK: O.K.

Forwarder: Can I ask you how . . . who recommended you to us?

GPK: No, I was looking through the Yellow Pages and picked you out.

Forwarder: Oh boy. O.K.

GPK: You wouldn't have any idea how much it would cost and how long it would take?

Forwarder: Well, San Francisco, Chicago, and St. Louis wouldn't be any problem. Probably be an overnight thing.

GPK: Right, and the cost?

Forwarder: That would . . . let me just see if I can figure something out. Hold on a second. West 85th Street. Hold on. Let me do a little quick figuring. Are they all in a, in a . . ?

GPK: Cages.

Forwarder: Ya, you have a cage for the cat already, right?

GPK: Yes.

Forwarder: And parakeet and for the hamster, so on and so forth. Well I'm just going to have to find out. The parakeet, I wonder if that's going to be a problem or not, cause I have to find out how they have to have that thing packed.

Forwarder: Let me see if I can . . . I'll have to call the airline and see how a parakeet has to be . . . it might have to be a special container they want it in. I'm not sure how they want it. Maybe the best thing is . . . I'll try to figure it out now. And then if you call me back at 4:30 I would know. I'd have to get a hold of the airline right now to find out exactly with a parakeet. The cat shouldn't be any problem as long as it's in a cage and the same thing with the hamster. We'll have to see how they want the parakeet packed or what ever you want to call it.

GPK: O.K. Thank you very much.

Forwarder: O.K.? Thank you. Bye-bye.

GPK: Bye.

Pie Air Freight
149-05 177
Jamaica, New York
212-656-5663
July 8, 1971 - - - 1:58 p.m.

Forwarder: P I E.

GPK: This is Greg Keenan calling. I have three air domestic shipments that I'd like to make out of New York City. Can you tell me who to talk to please?

Forwarder: Do you know where they're going? You just have to give the information, right?

GPK: Ya, who am I talking to please?

Forwarder: This is Carol.

GPK: Carol, I've got three animals that I need to ship cross-country.

Forwarder: Three what?

GPK: Animals.

Forwarder: Oh, animals.

GPK: Right.

Forwarder: Where are they going?

GPK: One to Chicago, one to SanFrancisco, and one to St. Louis.

Forwarder: I don't know if they ship animals. And I can't . . . Well, you know what I'll do?

GPK: What?

Forwarder: Give me your number and when Cliff comes back . . . You know Cliff, don't you?

GPK: No I don't.

Forwarder: You know Al Handers?

GPK: I don't know anyone.

Forwarder: Oh.

GPK: I tell you what, can I call you back then because it would be hard to reach me?

Forwarder: Sure.

GPK: O.K. I'll call you back in about half an hour?

Forwarder: Fine.

GPK: O.K. Thanks a lot.

Forwarder: You're welcome. Bye now.

GPK: Bye.

July 8, 1971 - - - 2:35 p.m.
Second call to Pie Air Freight

Forwarder: P I E.

GPK: This is Greg Keenan calling again. I called about three domestic air shipments that I need to make out of New York City.

Forwarder: Were you speaking with anyone?

GPK: No, I wasn't.

Forwarder: All right, let me put you in touch with our domestic department. Hold on please.

GPK: Thank you.

Forwarder: Mr. Gums will be with you shortly.

GPK: Mr. Gums?

Forwarder: Yes.

GPK: Thank you.

Forwarder: Hello.

GPK: Mr. Gums, this is Greg Keenan and I have three animals that I need to ship cross-country.

Forwarder: O.K. Could you spell your last name sir?

GPK: K E E N A N.

Forwarder: O.K. Now, first of all what type of animals do you have?

GPK: A cat, a parakeet and a hamster.

Forwarder: A cat and a hamster. O.K. Now, where are they going to?

GPK: All right, the parakeet is going to Chicago, the cat is going to San Fran, and the hamster is going to St. Louis.

Forwarder: The hamster is to San Francisco, right?

GPK: Right. No, no, no, no, hamster to St. Louis and the cat to San Fran.

Forwarder: Oh, O.K. All right now, where are you at now sir?

GPK: I'm at 202 West 85th Street. Can you give me a price on this? Can you tell me how long it will take? I need them picked up and delivered.

Forwarder: O.K. I can't give you a price, the reason being the person who actually handles this is out on lunch right now and I don't know, you know, where his books are. I could read them and give you a price. But I'll take your number and have him call you.

GPK: Well, It'd be rough for him to call me. Could I call him?

Forwarder: Right. His name is Michel Bohm, B O H M is the last name.

GPK: B O H M.

Forwarder: Well, our number is 978-1600.

GPK: I see.

Forwarder: He should be back shortly.

GPK: O.K. Well, what if I call him in about five to ten minutes, or is that going to be too soon?

Forwarder: Well, he's not back yet so a try maybe, I don't know, can you try maybe fifteen minutes to a half hour?

GPK: O.K. Good enough.

Forwarder: O.K.

GPK: Right-o, bye.

July 8, 1971 - - - 3:26 p.m.
Third return call to PIE Air Freight

Forwarder: PIE Air Freight.

GPK: Michel Bohm please.

Forwarder: Who's calling?

GPK: Greg Keenan.

Forwarder: Just a minute.

Forwarder: Hello.

GPK: Yes.

Forwarder: I'm sorry, I thought Mike was in the office but he's not. Is there a message you'd like to leave?

GPK: Can you tell me when he'd be back?

Forwarder: I really don't know. I'd say in about an hour though.

GPK: O.K. Thank you very much, no message.

Forwarder: O.K.

GPK: Good-bye.

Forwarder: O.K. Fine, bye now.

Profit by Air Inc.
148-11 New York Blvd.
Jamaica, New York
212-525-5600
July 8, 1971

Forwarder: Good afternoon, Profit by Air.

GPK: This is Greg Keenan calling. I have three air shipments . . .

Forwarder: Oh, let me connect you with customer service please.

GPK: Thank you.

Forwarder: Customer service.

GPK: This is Greg Keenan calling. I have three domestic air shipments that I'd like to send out of New York City. Can you tell me who to talk to?

Forwarder: Yes, did you want them picked up in New York City?

GPK: Yes.

Forwarder: O.K. You've got the right person.

GPK: Who am I talking to?

Forwarder: Barbra.

GPK: Barbra, I have three animals that I need to ship cross-country.

Forwarder: Are they alive?

GPK: Yes.

Forwarder: No.

GPK: Can you tell me who to call?

Forwarder: Yes, you have to deal directly with an airline on that.

GPK: Thank you very much.

Forwarder: The reason is no air freight forwarder will handle a live animal.

GPK: Thank you.

Forwarder: You're welcome.

GPK: Good-bye.

Forwarder: Bye bye.

Ramar Air Freight Corporation
430 Hudson St.
New York, New York
212-966-0649
July 8, 1971 - - - 3:56 p.m.

Forwarder: Ramar, may I help you?

GPK: This is Greg Keenan calling. I have three domestic air shipments that I'd like to ship out of New York City. Can you tell me who to talk to please?

Forwarder: This is who?

GPK: Greg Keenan.

Forwarder: Greg Keenan?

GPK: Yes.

Forwarder: Would you hold on a minute?

GPK: Sure.

Forwarder: Hello.

GPK: This is Greg Keenan calling.

Forwarder: Yes.

GPK: Who am I talking to please?

Forwarder: Larry Borman.

GPK: Mr. Borman, I've got three animals that I need to ship cross-country.

Forwarder: Well, I don't know if we can help you on that. What kind of animals you got? Dogs, cats?

GPK: A cat, a chipmunk . . . I mean a cat, a parakeet and a hamster.

Forwarder: Well, the only thing that I can suggest . . .

GPK: Ya?

Forwarder: The best thing is just you bring them to the airport.

GPK: Bring them to the airport?

Forwarder: Right, because for me to take it you're going to go through a hell of a lot of headaches and its going to cost you at least three times the amount with me.

GPK: I see. Thank you very much.

Forwarder: Bring to the airport and if you bring it yourself this way you'll get a direct flight.

GPK: Very good.

Forwarder: Where do you want to bring it to?

GPK: Chicago, San Francisco, and St. Louis.

Forwarder: One to each place?

GPK: Yup.

Forwarder: Well, if I were you I'd get there early now because you'll catch the St. Louis flight.

GPK: O.K. Thank you.

Forwarder: You're quite welcome.

GPK: Good-bye.

Robertson Forwarding Co., Inc.
175-14 147 Ave.
Jamaica, New York
212-723-2673
July 8, 1971 - - - 4:09 p.m.

Forwarder: Robertson.

GPK: This is Greg Keenan calling. I have three domestic air shipments that I'd like to make out of New York City. Can you tell me who to talk to please?

Forwarder: Ya, what company are you with Mr. Keenan?

GPK: No company this is private.

Forwarder: I see; and you want to make a domestic?

GPK: Ya, these are domestic shipments. Do you handle domestic shipping?

Forwarder: Where do you want it to come from and where do you want it to go to?

GPK: I want it to go from New York to San Francisco, Chicago and St. Louis.

Forwarder: I see; and what are the items you are shipping?

GPK: Who am I talking to please?

Forwarder: Mrs. Robertson.

GPK: Mrs. Robertson, they're three animals. . .

Forwarder: Three animals.

GPK: . . . that are going to these three cities.

Forwarder: I see. Well, I tell you I don't think we have the, you know, the things to handle animals.

GPK: I see. Could you tell me who to call?

Forwarder: Hold on a moment.

Forwarder: What kind of animals?

GPK: A cat, a hamster, and a parakeet.

Forwarder: Um, hold on. If you hold on one minute maybe we can help you. Hold on one minute, O.K.?

GPK: Fine.

Forwarder: We'll find someone who will be able to help you.

GPK: Thank you.

Forwarder: Hello, sir?

GPK: Yes.

Forwarder: I was just trying to get information for you. The best thing to do is to go to the airline directly. They have, they have the a, the kennels for the dogs. They have them on hand, and for the cat. I don't know, the parakeet may give you a little problem. But I suggest you go to the airline directly.

GPK: Thank you very much.

Forwarder: O.K.?

GPK: Good-bye.

Forwarder: Bye bye.

Satin Air Frieght Inc.
137-42 New York Blvd.
Jamaica, New York
212-978-0600
July 8, 1971 - - - 4:34 p.m.

Forwarder: Satin Air Freight.

GPK: This is Greg Keenan calling. I would like to make three domestic air shipments out of New York City. Can you tell me who to talk to please?

Forwarder: Yes, hold on.

Forwarder: Hello, Satin.

GPK: This is Greg Keenan calling. Who am I talking to please?

Forwarder: Who's calling sir?

GPK: Greg Keenan.

Forwarder: Greg Keenan. All right I'll put the dispatcher on. Will you hold on sir?

GPK: Sure.

Forwarder: Hello.

GPK: Hello, who is this?

Forwarder: This is Bob Gutman.

GPK: Mr. Gutman, I've got three animals that I need to ship cross-country.

Forwarder: Three animals!

GPK: Yes.

Forwarder: Yes.

GPK: Can you pick them up and deliver them for me?

Forwarder: Hold on a minute. What kind of animals?

GPK: One's a cat, one's a hamster, and a parakeet.

Forwarder: A cat, a hamster and a parakeet?

GPK: Right.

Forwarder: Hold on a minute. I'll have to find out. Hello.

GPK: Hello.

Forwarder: Yes, the person who takes care of it is not here at the moment. They have to be shipped today?

GPK: No.

Forwarder: Because I can't give you any information exactly what it is, how it is. You see, that's a special handling because of live stock. Can I take your phone number and give you a call back?

GPK: Well, that would be difficult but I'll call you back. How's that?

Forwarder: Ya, can you call, hold on a minute. Can you give a call after five?

GPK: After five. O.K. Thank you very much.

Forwarder: After five, yes. Ask for Joe Zambula.

GPK: Joe?

Forwarder: Zambula.

GPK: Very good, thanks a lot.

Forwarder: You're welcome. Bye-bye.

GPK: Good-bye.

July 8, 1971 - - - 5:17 p.m.
Second call to Satin Air Freight.

Forwarder: Hello.

GPK: Hello, is Mr. Zambula there?

Forwarder: No, he's not in yet.

GPK: I see. This is Greg Keenan calling again.

Forwarder: Oh, well, he should be here any minute. Is there any way we can contact you?

GPK: No, I'm afraid not. O.K. I'll try later then. Thank you.

Forwarder: O.K. You're welcome.

GPK: Good-bye.

Forwarder: Good-bye.

Saunders R. J. & Co.
Division of F.W. Myers & Co.
30 Church Street
New York, New York
212-267-7077
July 9, 1971 - - - 9:56 a.m.

Forwarder: 7077, good morning.

GPK: This is Greg Keenan calling. I have three domestic air shipments that I'd like to make out of New York City. Can you tell me who to talk to please?

Forwarder: Ya, air shipments huh?

GPK: Ya.

Forwarder: That would be Mr. Myers. He's not at his desk right now. Can you hold on I'll see if there is somebody else?

GPK: Fine.

Forwarder: Who did you say you were?

GPK: Greg Keenan.

GPK: Greg, G R E G.

Forwarder: Right, Kearnan?

GPK: Keenan.

Forwarder: Keenan.

GPK: K E E N A N.

Forwarder: K Oh, Keenan, and you want to make air shipments out.

GPK: Yes.

Forwarder: Oh, then that would be an export.

GPK: Domestic. Do you handle domestic traffic?

Forwarder: Well, we have, ya, but you might have to get in touch with our airport office. Wait, I'll connect you with Mr. Chuck Sumner. He'll tell you about the way to do it. All right?

GPK: O.K.

Forwarder: Thank you.

Forwarder: Hello.

GPK: Hello, Mr. Sumner this is Greg Keenan calling. I have three animals I need to ship cross-country. Can you do it for me?

Forwarder: Domestic?

GPK: Ya.

Forwarder: I'll have to give you the airway. He wants it by air?

GPK: Ya.

Forwarder: All right, hold on. Let me give you the number of the airport, please. Hello?

GPK: Hello.

Forwarder: 276-

GPK: Right.

Forwarder: 7171

GPK: O.K.

Forwarder: And speak to Mr. Ed Smith.

GPK: Mr. Ed Smith. Thank you.

Call to the airport.

Forwarder: Good morning, Saunders.

GPK: Is Ed Smith there please?

Forwarder: Who's calling?

GPK: Greg Keenan.

Forwarder: Hello.

GPK: Mr. Smith.

Forwarder: Yes sir.

GPK: I have three animals that I need to ship cross-country. I need them picked up and delivered.

Forwarder: Where do you want to ship them?

GPK: One to San Francisco, one to Chicago. . .

Forwarder: You need them picked up and delivered?

GPK: Right.

Forwarder: Just a moment. Let me get the information. Right sir, would you please give me the information where you want me to send them?

GPK: Pardon me?

Forwarder: Would you please give me the information on where you want them to be shipped?

GPK: I want one shipped to San Francisco . . .

Forwarder: Ya, but what address?

GPK: You want the exact address? First of all . . .

Forwarder: You have some invoices? You'll give us an invoice with all this information? You want them picked up?

GPK: I see. You can pick them up for me?

Forwarder: Well, I mean, you have all the invoices with all the information?

GPK: Ya, ya, fine.

Forwarder: All right, just a moment please.

Forwarder: Hello.

GPK: Hello.

Forwarder: May I help you sir?

GPK: Ya, I have three animals that I need to ship cross-country.

Forwarder: Where are you located sir?

GPK: I'm at an apartment in New York City, 202 West 85th Street.

Forwarder: West 85th Street. Well, first of all I'll have to find out if we'll have to put them through the quarantine down here. You see, they might have to go to the ASPCA down here first

Forwarder: efore we can ship them. I'll have to check with customs on that.

GPK: On customs? This isn't an import.

Forwarder: No, I know that but before we can ship them I'll have to see if they'll have to go through. Before I put them on a plane I'll have to see if they have to go through the ASPCA out here. I don't know exactly what the ruling is on this. I might have to put them in the ASPCA to get them examined before you can just put them on a flight.

GPK: Before you can put them on a domestic flight?

Forwarder: I might. I'm not sure about this sir. I'll have to check with customs. I'll have to call Chris Warler's office in building A.

GPK: O.K.

Forwarder: Can I have your phone number there please?

GPK: I . . . it would be hard to reach me, I would rather call you back. Can you give me any idea as to what the cost would be?

Forwarder: I'd have to check with the airlines first on that. First of all you have to tell me . . . what are the animals?

GPK: A cat, a parakeet, and a hamster.

Forwarder: A cat, a parakeet, and a hamster huh.

GPK: Ya.

Forwarder: I see. Now, what is the weight, approximate weight of them?

GPK: The cat's about seven pounds without the cage add another three with the cage. Ten pounds for the cat, and the parakeet and the hamster, with the cage are about two pounds apiece.

Forwarder: Ah, that's not much then. All right, let me call Chris Warler's office and let me see, what time is it now? If you could call me back at about 11:00 - 11:30, that'll be good.

GPK: O.K. Very good.

Forwarder: All right.

GPK: Good-bye.

Forwarder: Bye.

Shulman Air Freight
315 West 36th Street
New York, New York
212-244-1800
July 9, 1971 - - - 10:07 a.m.

Forwarder: Shray.

GPK: Pardon me. This is Greg Keenan calling. I have three domestic air shipments I'd like to make out of New York City. Can you tell me who to talk to?

Forwarder: Just a moment sir.

Forwarder: Shulman.

GPK: This is Greg Keenan calling. I have three domestic air shipments I'd like to make out of New York City. Can you tell me who to talk to?

Forwarder: You're talking to the right party.

GPK: Who am I talking to?

Forwarder: Abe Levenston.

GPK: Mr. Levenston, I have three animals that I need to ship cross-country.

Forwarder: Live animals?

GPK: Ya.

Forwarder: No, that's not our cup of tea.

GPK: Can you tell me who to call?

Forwarder: I think that Railway Air handles it or the airlines themselves.

GPK: Thank you very much.

Forwarder: I think that Railway is the only one. They have some kind of a setup. I would call them.

GPK: Railway Express?

Forwarder: Ya, ya, Railway Air Express ya.

GPK: Very good.

Forwarder: Right.

GPK: Thank you.

Forwarder: You're welcome.

GPK: Good-bye.

Skyline Air Freight Inc.
147-03 New York Blvd.
Springfield Gardens, New York
212-978-2000
July 9, 1971 - - - 10:18

Forwarder: Skyline Air Freight.

GPK: This is Greg Keenan calling. I have three air domestic shipments that I'd like to make out of New York City. Can you tell me who to talk to please?

Forwarder: Hold on.

Forwarder: Skyline.

GPK: This is Greg Keenan calling. Who am I talking to please?

Forwarder: John.

GPK: John, I've got three animals that I need to ship cross-country. Can you pick . . .

Forwarder: Animals? What kind of animals?

GPK: A cat, . . .

Forwarder: A dog?

GPK: No, a cat, a hamster, and a parakeet.

Forwarder: Hold on a second.

Forwarder: Where are they going?

GPK: San Francisco, Chicago, and St. Louis.

Forwarder: San Francisco, Chicago, and where?

GPK: St. Louis.

Forwarder: And St. Louis. I guess we take them. Hold on, we're going to check on this. I never ran into this. You know, I'm a truck driver sitting in for our dispatcher.

GPK: I see.

Forwarder: And I never ran in . . . Well, where are you anyway?

GPK: 202 West 85th Street.

Forwarder: West 85th?

GPK: Ya.

Forwarder: And what is the name of the company?

GPK: No company, this . . .

Forwarder: Oh, this is an apartment building.

GPK: Ya.

Forwarder: What floor are you on?

GPK: Fifth.

Forwarder: Fifth?

GPK: Un-huh.

Forwarder: And what apartment number?

GPK: No apartment number, it's the only apartment on the floor.

Forwarder: Oh, and your name sir is?

GPK: Greg Keenan, K E E N A N.

Forwarder: Un-huh, that three animals. All right, hold on, we're checking on it. We don't? No we can't.

GPK: Can you tell me who to call?

Forwarder: I think that you have to bring them directly to the airlines.

GPK: O.K.

Forwarder: Cause they have cages that you put them in.

GPK: O.K. Thank you very much.

Forwarder: Right? I'll tell you what, why don't you call one airline, lets see Chicago, call Flying Tigers.

GPK: Un-huh.

Forwarder: Wait a minute, wait a minute sir. You can use Eastern or TWA on all of them.

GPK: O.K.

Forwarder: I would suggest that you call before you go down and this way, you know, maybe they'll pick it up for you. I'm not sure.

GPK: O.K. I'll call them. Thank you very much.

Forwarder: Right-o.

GPK: Good-b, e.

Forwarder: Bye now.

Sofia Brothers Inc.
475 Amsterdam Ave.
New York, New York
212-873-3600
July 9,1971 - - - 10:27 a. m.

Forwarder: Thank you for calling Sofia, may I help you?

GPK: This is Greg Keenan calling. I have three domestic air shipments I'd like to make out of New York City. Can you tell me who to talk to?

Forwarder: To where?

GPK: San Francisco, Chicago, and St. Louis.

Forwarder: Just a minute, I'll give you somebody that can help you. Just wait a minute.

Forwarder: Jim McCann.

GPK: Mr. McCann, I've got three animals that I need to ship cross-country. Can you pick them up and deliver them?

Forwarder: A . . . what type of animals?

GPK: A cat, hamster, and a parakeet.

Forwarder: A . . . they are live?

GPK: Ya.

Forwarder: Oow, we can't touch anything like that.

GPK: Can you tell me who to call?

Forwarder: Your airlines.

GPK: O.K. Thank you very much.

Forwarder: You're welcome.

GPK: Good-bye.

Specialty Air Freight Corporation
51-07 27
Long Island City, New York
212-392-406[illegible]
July 9, 1971 - - - 12:41 p.m.

Forwarder: Specialty.

GPK: This is Greg Keenan calling. I have three air domestic shipments I'd like to make out of New York City. Can you tell me who to talk to please?

Forwarder: Ya, where are they going sir?

GPK: Chicago, San Francisco, and St. Louis. Who am I talking to please?

Forwarder: Richie.

GPK: Richie, I've got three animals that I need to ship.

Forwarder: Animals?

GPK: Ya.

Forwarder: Are they live?

GPK: Ya.

Forwarder: Dogs? What?

GPK: A cat, a hamster, and a parakeet.

Forwarder: A cat . . . Do you have cages for them?

GPK: Ya. I need them picked up and delivered.

Forwarder: What airline do you want to use? Or you want to send them through a forwarder?

GPK: I guess I would like to send it through a forwarder.

Forwarder: Right, in other words they'll be picked up and delivered to your door.

GPK: Right.

Forwarder: You want them prepaid or collect? Do you want to pay at that end or do you want me to bill you?

GPK: It really doesn't matter that much. Could you give me an indication as to how much it would cost?

Forwarder: All right, what's the weight?

GPK: The cat with the cage is ten pounds.

Forwarder: Ten pounds?

GPK: Right. And the hamster and parakeet with cage are two pounds a piece.

Forwarder: With the cages?

GPK: Right.

Forwarder: Do you have any . . . These are going domestic right?

GPK: Ya.

Forwarder: Chicago, San Francisco, and . . .

GPK: St. Louis.

Forwarder: St. Louis. They're all going different places?

GPK: Right.

Forwarder: O.K. Let me have your number and I'll call you right back. What do you want, approximated . . .

GPK: Ya, it would be hard for you to reach me. Can I call you back?

Forwarder: Yes, you can call me back. Give me about ten, fifteen minutes you can give me a call back.

GPK: Very good, thank you.

Forwarder: O.K.

GPK: You can take care of it for me then?

Forwarder: A . . . most likely yes.

GPK: O.K.

Forwarder: All right.

GPK: Good-bye.

Forwarder: O.K.

July 9. 1971 - - - 1:31 p.m.
Second call to Specialty Air Freight Corporation.

Forwarder: Specialty.

GPK: This is Greg Keenan calling again.

Forwarder: Greg, I can't help you.

GPK: You can't?

Forwarder: No, the forwarder won't take it. The only way you can get rid of it is through a straight airline.

GPK: I see. O.K. Thanks anyway.

Forwarder: Most likely you'll have to use their boxes, you know, their cages.

GPK: Thank you.

Forwarder: O.K.?

GPK: Good-bye.

Forwarder: Right.

Starflite Trucking Service
275 Hudson Street
New York, New York
201-622-8490
July 9, 1971 - - - 12:53 p.m.

Forwarder: Courier services.

GPK: This is Greg Keenan calling. I have three domestic air shipments that I'd like to make out of New York City. Can you tell me who to talk to please?

Forwarder: What is the name of your company?

GPK: No company, these are private shipments.

Forwarder: Private shipments, where are they going to?

GPK: Chicago, San Francisco, and St. Louis. Who am I talking to please?

Forwarder: My name is Cathy.

GPK: Catherine, there are three animals that are going to these three cities.

Forwarder: And they are properly caged etc.?

GPK: Yes.

Forwarder: All right, hold on a second.

Forwarder: Hello.

GPK: Hello.

Forwarder: Yes sir?

GPK: I'd like to ship three animals cross-country.

Forwarder: Yes?

GPK: Can you pick them up and deliver them for me?

Forwarder: Well, what airline are you going to a . . . what airport are we going to go with them to? We're only a trucking outfit.

GPK: You're an Air Freight Forwarder?

Forwarder: No, we're not an air freight forwarder. You'll have to get in touch with an air freight forwarder or call the . . . The only thing we'll do is pick them up and take them to the airport.

GPK: Right.

Forwarder: And then you'll have to find out what airlines you want them to go and you have to have all the paper work and so on ready.

GPK: I see.

Forwarder: We're not an air freight people actually.

GPK: I see. What . . . what . . .

Forwarder: There's a Circle Air Freight in Newark. Maybe they can help you.

GPK: O.K. I'll check . . .

Forwarder: Ya, Circle Air Freight, they are located at 652 Wilson Ave. in Newark. I don't know if they'll go to these points that you mentioned, you know? But the only thing we can do is to take them from you to the airlines.

GPK: O.K.

Forwarder: You know? And of course we'll charge you a little expense on the other hand too.

GPK: O.K. Thank you very much.

Forwarder: Bye-bye.

GPK: Good-bye.

Stass J. S. Company Inc.
55 Broadway
New York, New York
212-944-0918
July 9, 1971 - - - 12:58 p.m.

Forwarder: Yes, Stass Company.

GPK: This is Greg Keenan calling. I have three domestic air shipments I'd like to make out of New York City. Can you tell me who to talk to please?

Forwarder: Domestic air?

GPK: Ya.

Forwarder: You can make them directly with the airline. There's nothing we can do for you in that respect.

GPK: You can't help me. Who am I talking to?

Forwarder: They are in domestic, they are not going out of the country?

GPK: They are not going out of the country.

Forwarder: Well, you can make them directly with whatever airline you deal.

GPK: Well, I need them picked up.

Forwarder: Well, most airlines, American, they do have a pick-up service.

GPK: I see.

Forwarder: You see, we do the paper work but we don't have any trucking facilities or any thing like that.

GPK: I see. Are you an International forwarder?

Forwarder: Ya, we're freight forwarders, right.

GPK: I see. O.K. Thank you. Good-bye.

Forwarder: Try American. Where is it going to off hand.

GPK; Chicago, San Francisco, and St. Louis.

Forwarder: You can use American, I think, on all three.

GPK: I see. O.K. Thanks a lot. Good-bye.

Forwarder: O.K.? Bye-bye.

Traffic Dynamics Inc.
1841 Elizabeth Ave.
Linden, New Jersey
212-349-5920
July 9, 1971 - - - 1:39 p.m.

Forwarder: Good afternoon, Traffic Dynamics.

GPK: This is Greg Keenan calling. I have three domestic air shipments I would like to make out of New York City. Can you tell me who to talk to?

Forwarder: Hold on a second please.

Forwarder: This is Judy. Can I help you?

GPK: Judy, I've got three animals that I need to ship cross-country. Can you pick them up and deliver them?

Forwarder: Live?

GPK: Live, yes.

Forwarder: I don't believe we can.

GPK: Can you tell me who to call?

Forwarder: Where are they going to?

GPK: Chicago, San Francisco, and St. Louis.

Forwarder: Let me just check if I can first. O.K.?

GPK: O.K.

Forwarder: What actually are they?

GPK: A cat, a hamster, and a parakeet.

Forwarder: Auw, are you kidding?

GPK: No.

Forwarder: You are really not kidding.

GPK: No.

Forwarder: Auw, that's nice. You're going to have to get a cage you know.

GPK: Ya.

Forwarder: O.K. Let me just check, all right?

GPK: O.K.

Forwarder: And what's the name of this?

GPK: Greg Keenan.

Forwarder: Greg. How did you get my name Greg?

GPK: Just the Yellow Pages.

Forwarder: Oh, really?

GPK: Ya

Forwarder: All right, hold on and let me check. Are you in New York or New Jersey?

GPK: New York.

Forwarder: All right, let me check, O.K.?

GPK: Sure.

Forwarder: Greg?

GPK: Ya.

Forwarder: No, we can't handle them by our tariff.

GPK: I see.

Forwarder: Your best bet would be, now let me see, Chicago and San Francisco, your best bet would be . . . See the airlines themselves can handle them.

GPK: I see.

Forwarder: But most freight forwarder can't. Most of the airlines do pick-up and deliver on their own. It might take them two days to get to you before they pick it up. In fact with animals you'd be better dropping it off at their terminal.

GPK: Ya, O.K., O.K., I'll give the airlines a ring.

Forwarder: Try American Airlines for Chicago and San Francisco and try Eastern for St. Louis.

GPK: Very good.

Forwarder: They have a lot of flights out to those points.

GPK: O.K. Good enough.

Forwarder: O.K.?

GPK: Thanks a lot.

Forwarder: Sorry I couldn't help you.

GPK: That's all right. Good-bye.

Trans-Air Freight System Inc.
153-40 Rockaway Blvd.
Jamaica, New York
212-527-5700
July 9, 1971 - - - 1:50 p.m.

Forwarder: Thank you for calling, Trans-Air Freight.

GPK: This is Greg Keenan calling. I have three domestic air shipments I'd like to make out of New York City. Can you tell me who to talk to?

Forwarder: It should be my domestic manager, I'll give him to you.

Forwarder: Hello.

GPK: This is Greg Keenan calling, who am I talking to please?

Forwarder: Scott Rosenthai,

GPK: Mr. Rosenthai, I have three animals I need to ship cross-country.

Forwarder: Ya.

GPK: Can you pick them up and deliver them for me?

Forwarder: What kind of animals?

GPK: A cat, a hamster and a parakeet.

Forwarder: One second please, O.K.?

GPK: Yup.

Forwarder: Sir, our tariff does not cover live animals. I don't think we would really want to handle them.

GPK: Can you tell me who to call?

Forwarder: Why don't you call a . . . Where is it going to?

GPK: Chicago, San Francisco, and St. Louis.

Forwarder: Oh, these are the places. I suggest, why don't you call 656-4928.

GPK: Thank you.

Forwarder: That's American Airlines and . . . better yet, call HA-4-7600.

GPK: O.K.

Forwarder: That's American Airlines. They should be able to help you.

GPK: Thank you.

Forwarder: O.K.

GPK: Good-bye.

Twilight Air Freight
1804 2nd Ave.
New York, New York
212-831-6022
July 9, 1971 - - - 2:18 p.m.

Forwarder: Twilight.

GPK: This is Greg Keenan calling. I have three domestic shipments I'd like to make out of New York City. Can you tell me who to talk to please?

Forwarder: One second.

Forwarder: Hello.

GPK: Hello, this is Greg Keenan calling. Who am I talking to please?

Forwarder: John - - - -.

GPK: John, I've got three animals that I need to ship cross-country. Can you pick them up and deliver them for me?

Forwarder: We can pick them up for you, not deliver them. By cross-country what do you mean?

GPK: They're going to Chicago, San Francisco, and St. Louis.

Forwarder: We can do the pick-up. As far as the delivery something else will have to be arranged . As far as I know the airline people, themselves, do not have any animal delivery.

GPK: I see. And you can't arrange the delivery for me?

Forwarder: No, we just do the pick-ups.

GPK: O.K. Thank you very much. Good-bye.

Forwarder: You're welcome. Bye-bye.

Veeco Services Inc.
65 9th Ave.
New York, New York
212-691-8164
July 9, 1971 - - - 2:25 p.m.

Forwarder: Hello, Veeco.

GPK: This is Greg Keenan calling. I have three domestic shipments that I'd like to make out of New York City. Can you tell me who to talk to please?

Forwarder: Three domestic shipments?

GPK: Ya, within the United States.

Forwarder: What do you have going out sir?

GPK: Who am I talking to please?

Forwarder: Freddy Veeco.

GPK: Mr. Veeco, I've got animals, three animals.

Forwarder: I don't know who handles that. You want it picked up and flown in the United States. Right?

GPK: And delivered.

Forwarder: All right. I'll tell you, call up, here's the number, 276-3100.

GPK: Right.

Forwarder: Call Domestic Air Freight.

GPK: O.K. Thank you very much.

Forwarder: And when you dial that number, tell them I told you to call and ask for Mickey Cooper. He'll give you the right service.

GPK: O.K.

Forwarder: Mickey Cooper, O.K.?

GPK: Good enough.

Forwarder: Right, bye-bye.

GPK: Good-bye.

WTC Air Freight
149-39 New York Blvd.
Jamaica, New York
212-349-3113
July 9, 1971 - - - 2:27 p.m.

Forwarder: Good afternoon, WTC.

GPK: This is Greg Keenan calling. I have three domestic shipments that I would like to make out of New York City. Can you tell me who to talk to please?

Forwarder: Well, what do you want to know about them?

GPK: I need to have them picked up and delivered. Who am I talking to please?

Forwarder: This is Don.

GPK: Don, I've got three animals that need to be shipped.

Forwarder: Three animals?

GPK: Ya.

Forwarder: Live animals or stuffed animals?

GPK: Live.

Forwarder: Where are they going?

GPK: Chicago, San Francisco, and St. Louis.

Forwarder: A, what kind of animal?

GPK: A cat, a hamster, and a parakeet.

Forwarder: A cat, a hamster, and a parakeet. You have to deal directly with the airlines.

GPK: I see.

Forwarder: Let's see, Chicago, St. Louis, St. Louis you would almost have to go with TWA and TWA serves the other points as well so you would be able to do it all at one time there.

GPK: O.K. I'll call them. Thank you very much.

Forwarder: You've got the number?

GPK: Ya.

Forwarder: O.K.

GPK: Good-bye.

Forwarder: Bye.

Westfair Air Service Inc.
575 Connecticut Ave.
Norwalk, Connecticut
212-534-6842
July 9, 1971 - - - 3:32 p.m.

Forwarder: Westfair.

GPK: This is Greg Keenan calling. Can you tell me if you handle domestic shipping?

Forwarder: Yes sir, we do.

GPK: Who am I talking to please?

Forwarder: Raymond.

GPK: Mr, Laymon?

Forwarder: Raymond sir, right, R A Y M O N D.

GPK: Raymond.

Forwarder: Right sir.

GPK: Mr. Raymond, I have three animals that I need to ship cross-country.

Forwarder: Where to sir?

GPK: Chicago, San Francisco, and St. Louis.

Forwarder: No problem at all.

GPK: You can pick them up and deliver them for me?

Forwarder: Yes, sir.

GPK: Very good, can you tell me, approximately what the cost will be?

Forwarder: It depends on the size of the dog. It depends on whether you have a kennel and when you want this done.

GPK: These aren't dogs.

Forwarder: What are they then?

GPK: There's a cat, a hamster, and a parakeet.

Forwarder: O.K. Cats it would cost . . . Where is the cat going?

GPK: The cat is going to San Francisco.

Forwarder: O.K. That would cost you about thirty-five dollars for the cat roughly, ya approximately.

GPK: Right.

Forwarder: And for the parakeet?

GPK: Chicago.

Forwarder: I'll have to look up the, my book of regulations on this. O.K.? You have two parakeets.

GPK: A parakeet and a hamster.

Forwarder: O.K. sir. Just a moment.

Forwarder: Hello, sir?

GPK: Yes.

Forwarder: I cannot find to give you accurate information on the parakeet and the hamster. Can I give you a call back sir?

GPK: Well, it would be hard for you to call me. Could I call you back?

Forwarder: O.K. call me back in about an hour.

GPK: Very good.

Forwarder: O.K. sir?

GPK: Thanks a lot.

Forwarder: Thank you.

GPK: Good-bye.

Forwarder: Bye-bye.

Wings & Wheels Express Inc.
JFK International Airport
Jamaica, New York
212-656-4000
July 9, 1971 - - - 2:43 p.m.

Forwarder: Wings & Wheels, AEI.

GPK: This is Greg Keenan calling. I have three domestic shipments . . .

Forwarder: To be picked up?

GPK: Ya.

Forwarder: I'll give you pickup service. Hold on.

Forwarder: Wings & Wheels.

GPK: This is Greg Keenan calling. I have three domestic shipments that I'd like picked up. Can you tell me who to talk to?

Forwarder: Ya, all right, I'll take it. What's the name of your firm sir?

GPK: No firm, this is a private shipment. Can you tell me who I'm talking to?

Forwarder: This is Don.

GPK: Don, I've got three animals that I need to ship cross-country.

Forwarder: Oh no, you've got the wrong firm. You want to get a hold of REA sir.

GPK: REA?

Forwarder: Railway Express right.

GPK: Thank you very much.

Forwarder: Right sir.

GPK: Good-bye.

Wits Air Cargo Service
114-16 Rockaway Blvd.
Jamaica, New York
212-738-1800
July 9, 1971 - - - 2:46 p.m.

Forwarder: Thank you for calling Wits Air Cargo, may I help you?

GPK: This is Greg Keenan calling. I'd like to have three domestic shipments picked up. Can you tell me who to talk to?

Forwarder: O.K. The name of the company? I can take care of it.

GPK: There is no company. These are private shipments.

Forwarder: And where are they to be picked up from?

GPK: They are to be picked up in New York City. Who am I talking to please?

Forwarder: Barbra.

GPK: Barbra, I've got three animals that I need shipped cross-country.

Forwarder: Oh, hold on just a minute.

GPK: Sure.

Forwarder: Hello.

GPK: Hello.

Forwarder: Who is this?

GPK: This is Greg Keenan calling, who am I talking to please?

Forwarder: Peggy.

GPK: Peggy, I've got three animals that I need shipped cross-country. Can you pick them up and deliver them for me?

Forwarder: We don't deliver live stock.

GPK: You don't. Can you tell me who to call?

Forwarder: The airlines direct.

GPK: Thank you very much.

Forwarder: O.K.

GPK: Good-bye.

Worth Air Freight Overseas Inc.
500 Saw Mill River Road
Ardsley, New York
914-OW-3-5000
July 9, 1971 - - - 2:48 p.m.

Forwarder: Atlantic Worth Air Freight.

GPK: This is Greg Keenan calling. I have three domestic air shipments I would like shipped out of New York City. You tell me who to talk to please?

Forwarder: Where are you located?

GPK: In New York City.

Forwarder: Just a minute. I'll let you speak to one of the dispatchers cause I couldn't help you or suggest who to use. Hold on.

Forwarder: Connway.

GPK: Mr. Connway?

Forwarder: Well, I think so.

GPK: O.K.

Forwarder: Let me check my sundry list.

GPK: I've got three animals that I need to ship cross-country. Can you pick them up and deliver them for me?

Forwarder: Listen, if you were with TWA, yes.

GPK: Ya.

Forwarder: Ha, ha, ha, ha, ha, ha, ha.

GPK: I think I get the picture.

Forwarder: Right, how are you doing?

GPK: Pretty good.

Forwarder: Good. Where are you?

GPK: New York.

Forwarder: New York?

GPK: Ya.

Forwarder: What have you got, three animals?

GPK: Ya.

Forwarder: Uh?

GPK: Yup. Live animals.

Forwarder: Where are they?

GPK: 202 West 85th Street.

Forwarder: We don't go in the City.

GPK: You don't?

Forwarder: No.

GPK: O.K. Thanks anyway.

Forwarder: O.K. buddy.

GPK: Bye.

Forwarder: Bye.

Bernacki, Peter A., Inc.
Division of General Air Freight Corporation
26 Broadway
New York, New York
212-269-6800
July 12, 1971 - - - 12:20 p.m.

Forwarder: Bernacki.

GPK: This is Greg Keenan calling. I have three animals that I'd like to ship cross-country. Can you handle them for me?

Forwarder: Hold on, I'll give you the traffic manager sir.

Forwarder: Hello, sir, I was just talking to the boss and he said we wouldn't be able to handle this.

GPK: You can't. Who am I talking to please?

Forwarder: I'm your _____, Joe Belez.

GPK: Joe Veleniz?

Forwarder: Belez, B E L E Z.

GPK: I see. Can you tell me who to call?

Forwarder: Well, I'll tell you it'll be tough getting somebody to take this.

GPK: Pardon me.

Forwarder: It's going to be tough getting somebody to take this.

GPK: Ya.

Forwarder: I really couldn't give you no one off hand.

GPK: O.K. Thanks anyway.

Forwarder: O.K.

GPK: Good-bye.

Call Air Transport Inc.
Route 211
Montgomery, New York
914-457-3181
July 12, 1971 - - - 12:34 p.m.

Forwarder: Good afternoon, Call Air Transport.

GPK: This is Greg Keenan calling. I have three air domestic shipments that I'd like to make out of New York City. Can you tell me who to talk to?

Forwarder: Ya, you'd have to call Atlantic Air Freight. You want them picked up here right?

GPK: Ya, I'd like them picked up in the City. Who am I talking to please?

Forwarder: What do you want now?

GPK: I need a pick-up. I have three animals that I have to ship cross- country.

Forwarder: Ya.

GPK: And I'm wondering if you can pick them up and deliver them for me?

Forwarder: To where?

GPK: Chicago, San Francisco, and St. Louis.

Forwarder: In other words, well, you want them to go by airlines right?

GPK: Right.

Forwarder: O.K. So you'd have to make arrangements with the airlines.

GPK: You can't, you can't do this for me, pick them up and bring them to the airlines?

Forwarder: We can take them to the airlines, right.

GPK: You can.

Forwarder: Ya, we can take them from here down on a charter, from here down to what ever airport they're going to, all three at one time.

GPK: I see.

Forwarder: And then you would have to know which airlines you were going to ship them on and they would have to be delivered to the air freight terminal at that airlines.

GPK: I see.

Forwarder: You would have to make arrangements with the airline, and once you'd made arrangements with the airlines then you could tell me what . . .

GPK: Could you hold on just one second?

GPK: Hello.

Forwarder: Yes.

GPK: O.K. I'd have to make all those arrangements myself?

Forwarder: Right sir, the only thing we can do for you . . . see, we don't have no direct contact with the airlines or any thing like this.

GPK: I see.

Forwarder: Now once you've made arrangements with the airlines, which airlines is going to handle them for you and which flight they're going out on, it'd be best if you could get all three on the same airline. Then we could just take them in a plane from here and fly them down to the airline and drop them off there at the airlines and then they could handle them the rest of the way for you. We have no direct airline contact.

GPK: I see. O.K. Thank you very much.

Forwarder : Thank you sir.

GPK: Right.

Forwarder: Right.

GPK: Bye.

Emery Air Freight
Pickup Service
JFK International Airport
Jamaica, New York
212-995-6400
July 12, 1971 - - - 2:59 p.m.

Forwarder: Emery Air Freight, may I help you?

GPK: This is Greg Keenan calling. I have three domestic air shipments that I'd like to make out of New York City. Can you tell me who to talk to?

Forwarder: It's going out of New York to where?

GPK: Chicago, San Francisco, and St. Louis.

Forwarder: All right, and how much do they weigh all together?

GPK: Who am I talking to please?

Forwarder: This is Emery Air Freight Pickup Service.

GPK: Right, and your name?

Forwarder: This is Jo Ann.

GPK: Jo Ann, I've got three animals that I need to ship cross-country.

Forwarder: Animals!?

GPK: Ya.

Forwarder: What kind?

GPK: A cat, a hamster, and a parakeet.

Forwarder: Is it for experimental purposes?

GPK: Pardon me.

Forwarder: Is it for experimental . . .

GPK: No, these are pets.

Forwarder: No sir, we can't handle that for you. We don't have the facilities for it.

GPK: Can you tell me who to call?

Forwarder: Ya, I would suggest to call American Airlines. They're best equipped for that, especially for where they're going.

GPK: O.K. Thank you very much.

Forwarder: And specify that they are pets. O.K.?

GPK: Good.

Forwarder: O.K. Good-bye now.

GPK: Good-bye.

Forwarder: Good luck, bye.

Gerig Hoban & Company Inc.
30 Church Street
New York, New York
212-432-1530
July 12 1971 - - - 3:17 p.m.

Forwarder: Gerig Hoban & Company, good afternoon.

GPK: This is Greg Keenan calling. I have three domestic air shipments that I'd like to ship out of New York City. Can you tell me who to talk to about a pickup?

Forwarder: That's export. Um . . .

GPK: No, no, this is domestic traffic. Do you handle domestic traffic?

Forwarder: One second. I think that's for Jimmy. It's coming import then.

GPK: No, it's not import. This is all within the United States.

Forwarder: It's not leaving the country?

GPK: It is not.

Forwarder: Well, I'll give you Jimmy but he's on the other line right now. Will you hold?

GPK: Surely.

Forwarder: Thank you.

Forwarder: Still busy.

GPK: About how much longer do you think he'll be?

Forwarder: I don't know.

GPK: I see. O.K. Thank you any way. I'll try some other time.

Forwarder: O.K.

GPK: Good-bye.

Inter Continental-Wisk Inc.
148-19 New York Blvd.
Jamaica, New York
212-656-8626
656-4000 - Domestic Department
July 12, 1971

Forwarder: Wings & Wheels, AEI.

GPK: This is Greg Keenan calling. I have three domestic air shipments I'd like to make out of New . . .

Forwarder: What's this, to be picked up?

GPK: Ya.

Forwarder: Let me give you pickup, hold on.

Forwarder: Wings & Wheels.

GPK: Wings & Wheels, I have three . . . Who am I talking to please?

Forwarder: This is Don. Who am I talking to?

GPK: You're talking to Greg Keenan.

Forwarder: What's the name of the firm sir?

GPK: There's no firm, these are private shipments . . . a three animals that I need shipped.

Forwarder: No, we don't handle that sir.

GPK: You don't handle animals.

Forwarder: No, you want Railway Express.

GPK: I see. Thank you very much.

Forwarder: Right sir.

Interstate Jet Inc.
500 Industrial Ave.
Teterboro Airport, New Jersey
212-279-2596
July 12, 1971 - - - 3:42 p.m.

Forwarder: Good afternoon, Interstate Jet.

GPK: This is Greg Keenan calling. I have three domestic air shipments I'd like to make out of New York City. Can you tell me who to talk to?

Forwarder: To give you a quote on a price?

GPK: Just to handle pickup.

Forwarder: O.K. Hold on just a moment.

Forwarder: Hello.

GPK: Hello.

Forwarder: O.K. And your name was Greg?

GPK: Keenan.

Forwarder: Right, and could you spell that please?

GPK: K E E N A N. Who am I talking to please?

Forwarder: This is Susan.

GPK: Susan, I've got three animals I need to ship cross-country.

Forwarder: Oh, O.K., and what kind are they?

GPK: A cat, a hamster, and a parakeet.

Forwarder: O.K. Hold on just one second, O.K.?

GPK: Right.

Forwarder: Thank you.

Forwarder: O.K. I'm sorry to keep you waiting. And this will be for a company or personal?

GPK: This is personal.

Forwarder: O.K. And can I have your address please?

GPK: Surely, 202 West 85th Street.

Forwarder: Right. And that's in New York?

GPK: Right.

Forwarder: O.K. And may I ask where you got our name from?

GPK: The Yellow Pages.

Forwarder: O.K. And the date of the trip?

GPK: Well, I guess I want them shipped sometime this week.

Forwarder: O.K. That's not definite yet. Will you come out here to Teterboro or would you . . .?

GPK: I need them picked up and delivered.

Forwarder: I see. O.K. Where will that be from?

GPK: That would be from the 202 West 85th Street.

Forwarder: Well, it would have to be a . . . an airport. I mean we'd have to get them at an airport.

GPK: Oh, I see. In other words you can't pick them up at the apartment.

Forwarder: A . . . no we have nothing to pick them up that way.

GPK: I see. Well, O.K., I'll try someone else then because I have to have it done that way.

Forwarder: I see. I'm afraid all we have is a Lear jet and I don't think that that could land in front of your apartment.

GPK: I understand.

Forwarder: O.K.

GPK: Thanks a lot.

Forwarder: You're welcome, bye-bye.

GPK: Good-bye.

L C Air Cargo Inc.
124-19 Old South Road
Jamaica, New York
212-835-6600
July 12, 1971 - - - 3:48 p.m.

Forwarder: LTC.

GPK: This is Greg Keenan calling. I have three domestic air shipments I'd like to ship out of New York City. Can you tell me who to talk to?

Forwarder: I'm sorry some one is beating a hammer in the back.

GPK: I have three domestic air shipments I'd like to ship out of New York. Can you tell me who to talk to?

Forwarder: Yes sir, you are talking to him.

GPK: Great, who am I talking to?

Forwarder: Tom Murry sir.

GPK: Tom, I've got three animals that I need to ship cross-country.

Forwarder: Animals sir?

GPK: Ya.

Forwarder: Sir, I don't handle animals.

GPK: Can you tell me who does?

Forwarder: A . . . where are they going?

GPK: Chicago, San Francisco, and St. Louis.

Forwarder: I'll tell you your best bet on who to go to on those. Let's see, all three points would be served by TWA.

GPK: Now, I need them picked up and delivered. Would TWA do that for me?

Forwarder: I doubt it very much. Are they caged?

GPK: Ya, who would pick them up and deliver them for me?

Forwarder: You would have to pick them up. What are they?

GPK: A cat, hamster, and a parakeet.

Forwarder: I'm trying to figure out how that would work. You can call up TWA and make arrangements with them.

GPK: O.K. Good enough, I'll give them a ring.

Forwarder: All right sir.

GPK: Thanks, good-bye.

Saturn Air Ways Inc.
516 5th Ave.
New Yrok, New York
212-661-6996
800-227-0454
July 12, 1971 - - - 4:17 p.m.

Forwarder: Saturn Airways, may I help you?

GPK: This is Greg Keenan calling. I have three domestic air shipments I'd like to make out of New York City. Can you tell me who to talk to?

Forwarder: Going to where?

GPK: Chicago, San Francisco, and St. Louis.

Forwarder: I can give you another number to call.

GPK: Well, maybe you can help me. Who am I talking to please?

Forwarder: Claire McCarthy.

GPK: Claire, I've got three animals that I need to ship cross-country.

Forwarder: Just three huh?

GPK: Pardon me.

Forwarder: Just three?

GPK: Right. Now, I'm wondering if your company handles that?

Forwarder: Well, we handle cargo but not in such a small quantity, to be honest.

GPK: Could you tell me someone to call?

Forwarder: I'm trying to think, domesticly, your best bet would probably be Southern Air. Wait a minute, let me get it for you. I think I have their number, Southern Air Transport.

GPK: I see.

Forwarder: Otherwise, just one of the other scheduled carriers that go domesticly, TWA.

GPK: O.K. Thank . . .

Forwarder: They might be your best bet when I think about it because I had a friend who shipped two animals to California. They had used TWA, I believe.

GPK: O.K. Thanks a lot.

Forwarder: You're welcome.

GPK: Good-bye.

Forwarder: Bye-bye, now.

ABC Air Freight
43-21 54 Drive
Maspeth, New York
212-937-5860
July 22, 1971 - - - 2:28 p.m.

Forwarder: ABC Air.

GPK: This is Greg Keenan calling. I have three air domestic shipments I'd like to make out of New York City. Can you tell me who to talk to?

Forwarder: What's the name?

GPK: Greg Keenan.

Forwarder: That's where you want them picked up at?

GPK: I need them picked up in New York City. Who am I talking to please?

Forwarder: The dispatcher.

GPK: And your name?

Forwarder: Bob Lashinsky, L A S H I N S K Y.

GPK: Bob, I've got three animals that I need to ship cross-country.

Forwarder: Where do you want us to pick them up at?

GPK: 202 West 85th Street.

Forwarder: What's the name there, Greg Keen?

GPK: Keenan, K E E N A N.

Forwarder: What floor are they on there, do you know?

GPK: Fifth.

Forwarder; It's ready now?

GPK: Well, they'll be ready in a couple of days. I wanted to find out if you could ship them for me and what the cost would be.

Forwarder: Hold on a minute.

Forwarder: Hello, can I help you?

GPK: Yes, this is Greg Keenan calling. Who am I speaking to please?

Forwarder: Ken Nible.

GPK: Ken, I've got three animals that I need to ship cross-country.

Forwarder: Oh boy, we don't handle animals. Where are they going maybe I can help you?

GPK: Chicago, San Francisco, and St. Louis.

Forwarder: Try TWA on all three.

GPK: Thank you very much.

Forwarder: If they don't help you, you might have to go Air Express.

GPK: Is that REA?

Forwarder: REA, right.

GPK: Thank you very much.

Forwarder: Right, but try TWA.

GPK: Good enough.

Forwarder: Right-o.

GPK: Bye.

Air Borne Freight Corp.
167-16 147 Ave.
Jamaica, New York
212-995-7900
July 22, 1971 - - - 2:32 p.m.

Forwarder: Good afternoon, Air Borne, Pete Conegius.

GPK: This is Greg Keenan calling. I have three animals that I need to ship cross-country.

Forwarder: You have three animals?

GPK: Yes.

Forwarder: What kind of animals?

GPK: A cat, a hamster and a parakeet.

Forwarder: Hold on a second.

Forwarder: Hello sir?

GPK: Yes.

Forwarder: You say that you want to ship a cat, a parakeet . . .

GPK: And a hamster.

Forwarder: All right and what is this, a company sir?

GPK: No, this is a private shipment.

Forwarder: Ah, you mean with a private party?

GPK: Yes.

Forwarder: May I recom . . . Where's it going to sir?

GPK: Chicago, San Francisco, and St. Louis.

Forwarder: I see. May I recommend that you utilize TWA?

GPK: I see. You can't handle this for me?

Forwarder: No, not live animals.

GPK: O.K. Thank you very much.

Forwarder: Because they have the facilities, they've got the a . . . you've got to go through the ASPCA. There's a lot of things that we don't have here at our own facilities and the airlines would be the best one. TWA goes to all three points.

GPK: Very good, I'll call them.

Forwarder: O.K.?

GPK: Good-bye.

Copeland Shipping Inc.
147-95 Farmers Blvd.
Jamaica, New York
212-FI-1-2200
656-6300 - Domestic Dprt.
July 22, 1971 - - - 2:34 p.m.

Forwarder: Good afternoon, Jet Air Freight.

GPK: This is Greg Keenan calling. I have three animals that I need to ship cross-country.

Forwarder: Domestic shipments?

GPK: Yes they are.

Forwarder: Right, I'll have to give you the number of our domestic office sir. 656-6300.

GPK: Thank you very much.

Forwarder: You're welcome.

GPK: Good-bye.

Call to Domestic Department

Forwarder: Good afternoon, Jet Shipment Control. May I help you?

GPK: This is Greg Keenan calling. I have three animals that I need to ship cross-country.

Forwarder: I don't believe we ship live stock. Hold on.

Forwarder: Hello.

GPK: Hello. Who am I speaking to please?

Forwarder: This is Jerry.

GPK: Jerry, you don't ship animals?

Forwarder: No, we don't.

GPK: Can you tell me who to call?

Forwarder: I think your best bet would be to call an airline.

GPK: O.K.

Forwarder: O.K.?

GPK: Thank you very much.

Forwarder: Who's this?

GPK: Greg Keenan.

Forwarder: From?

GPK: Private shipment.

Forwarder: Oh. O.K. I think your best bet is to call an airline.

GPK: Very good, good-bye.

Forwarder: Bye.

Priority Air Freight Inc.
JFK International Airport
Jamaica, New York
212-656-7489
July 22, 1971 - - - 2:48 p.m.

Forwarder: Priority Air Freight, may I help you?

GPK: This is Greg Keenan calling. I have three animals that I need to ship cross-country.

Forwarder: Across the country, you mean what part of the country?

GPK: From New York to Chicago, San Francisco, and St. Louis.

Forwarder: O.K. Hold on a second.

Forwarder: Hello.

GPK: Yes.

Forwarder: Ya, your name was sir?

GPK: Greg Keenan, K E E N A N.

Forwarder: O.K. You say you have three animals. What kind of animals?

GPK: A cat, a hamster, and a parakeet. Who am I talking to please?

Forwarder: Josey speaking.

GPK: Josey, can you pick them up and deliver them for me?

Forwarder: Where?

GPK: Can you pick them up and deliver them?

Forwarder: Where at sir?

GPK: 202 West 85th Street is where I need them picked up from. And I need them delivered to these three cities.

Forwarder: O.K. Hold on one second. I don't know if we do these kind of services. I will call you back. I am going to take the information and I'll give you a call back after I find out, my boss is not here.

GPK: It would be difficult for you to reach me. Can I call you back.

Forwarder: O.K. I don't know exactly when he's going to be back. But how about in an hour.

GPK: O.K. I'll call you in an hour.

Forwarder: Will you? O.K. You said it was a cat, hamster, and a parakeet and you need delivered to Chicago, and where else?

GPK: San Francisco and St. Louis.

Forwarder: And St. Louis. O.K. And you are here in New York?

GPK: Yes.

Forwarder: O.K. When you give me the call back I'll have the information for you and let you know.

GPK: Very good.

Forwarder: O.K.? Thank you. Bye.

July 22, 1971 - - - 4:42 p.m.
Second call to Priority Air Freight Inc.

Forwarder: Hello, Priority Air Freight.

GPK: This is Greg Keenan calling. I have three domestic air shipments I'd like to make out of New York City. Can you tell me who to talk to please? I called before.

Forwarder: You rang a couple of times. We couldn't hear anybody on the phone.

GPK: I see.

Forwarder: We thought maybe the phones were going. Could you hold on a second?

GPK: Sure.

Forwarder: You're from where?

GPK: This is a private shipment.

Forwarder: All right, O.K.

Forwarder: Hello.

GPK: Hello, this is Greg Keenan calling. Who am I talking to please?

Forwarder: Oscar.

GPK: Pardon me.

Forwarder: Oscar, O S C A R .

GPK: Mr. Oscar, I've got three animals that I need to ship . . .

Forwarder: We can't.

GPK: Can you . . .

Forwarder: No, we can't ship animals.

GPK: Can you tell me who to call?

Forwarder: Ya, REA.

GPK: REA?

Forwarder: Ya, Railroad Express something.

GPK: Thank you very much.

Forwarder: They are the only one that can handle the animals. O.K.?

GPK: Thank you. Good-bye.

Priority Air Transport
52 Vanderbilt Ave.
New York, New York
212-686-5377
July 22, 1971 - - - 3:02 p.m.

Forwarder: Aviation Center International.

GPK: This is Greg Keenan calling. I have three domestic shipments that I'd like to make out of New York City. Can you tell me who to talk to please?

Forwarder: Well, Mr. Weise, but he went out just now.

GPK: Well, maybe you can help me?

Forwarder: Not really, because he's the only one who handles this, you see?

GPK: Well, let me explain. I have three animals that I need to ship cross-country. And I'd like to know whether or not you could pick them up and deliver them for me?

Forwarder: Well, as I said, Mr. Weise would be the only one who could help you and he just left. Can he call you back?

GPK: Well, it would be hard for him to get in touch with me. Could I call him back?

Forwarder: Yes, I guess so. Could you hold on for a moment?

GPK: Surely.

Forwarder: Hello. Hello.

GPK: Hello.

Forwarder: He should be back before 5:30.

GPK: O.K. I'll call before 5:30.

Forwarder: A . . . about 5 o'clock or so.

GPK: Very good.

Forwarder: Thank you.

GPK: Good-bye.

July 22, 1971 - - - 4:54 p.m.
Second call to Priority Air Transport

Forwarder: Aviation Center International.

GPK: Is this Priority Air Transport?

Forwarder: Yes.

GPK: This is Greg Keenan calling. I called earlier about three domestic shipments.

Forwarder: Yes, Mr. Weise is back. Could you hold on for a moment please?

GPK: Sure.

Forwarder: Hello.

GPK: Hello.

Forwarder: Could you hold on a few more minutes. He's on the other line at the moment.

GPK: About how much longer do you think he'll be?

Forwarder: Oh, I don't think it will be much longer.

GPK: I'll hold on.

Forwarder: Sure.

Forwarder: Hello.

GPK: Hello, Mr. Weise.

Forwarder: Yes.

GPK: This is Greg Keenan calling. I have three animals that I need to ship cross-country.

Forwarder: Ya.

GPK: And I'm wondering if you can pick them up and deliver them for me?

Forwarder: No.

GPK: You can't?

Forwarder: A . . . no it would cost you too much. I think what you have to do is to get them out to the airline out at the airport. You're going to have to get proper boxes for them.

GPK: Can you recommend anyone who would pick them up and deliver them?

Forwarder: No, no one is going to take the responsibility. The best way to do it if . . . are you in New York?

GPK: Yes.

Forwarder: Call up the airline terminal where the carrier busses go?

GPK: Yes.

Forwarder: They probably can do it for you. But you've got to get them boxed properly. That's the big deal too, you know?

GPK: O.K. Thank you very much.

Forwarder: All right, bye.

GPK: Good-bye.

CAB Docket 22388

Exhibit No. AFFA-IR 1-A
Page 1 of 2

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

DOMESTIC STATIONS SERVED BY AIRBORNE FREIGHT CORPORATION

(In Response To Requests 1 and 2)

Albany, N.Y.
Anchorage, Alas.
Atlanta, Ga.
Baltimore, Md.
Birmingham, Alab.
Boston, Mass.
Bridgeport, Conn.
Buffalo, N.Y.
Charlotte, N.C.
Chicago, Ill.
Cincinnati, Oh.
Cleveland, Oh.
Columbus, Oh.
Dallas, Tex.
Dayton, Oh.
Denver, Colo.
Detroit, Mich.
Grand Rapids, Mich.
Hartford, Conn.
Hilo, Haw.
Honolulu, Haw.
Houston, Tex.
Indianapolis, Ind.
Kansas City, Kan.
Knoxville, Tenn.
Lexington, Ky.
Los Angeles, Calif.
Louisville, Ky.
Memphis, Tenn.
Miami, Fla.
Midland-Bay City-Saginaw, Mich.
Milwaukee, Wis.
Minneapolis, Minn.
Nashville, Tenn.
Newark, N.J.
New Orleans, La.
New York, N.Y.
Oklahoma City, Okla.
Omaha, Neb.
Orlando, Fla.
Philadelphia, Penna.
Phoenix, Ariz.
Pittsburgh, Penna.
Portland, Ore.
Raleigh-Durham, N.C.
St. Louis, Mo.
Salt Lake City, Utah
San Diego, Calif.
San Francisco, Calif
San Juan, P.R.
Scranton, Penna.
Seattle, Wash.
Syracuse, N.Y.
Tampa, Fla.
Washington, D.C.
Wichita, Kan.

CAB Docket 22388

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

CITIES AT WHICH AGENCY SERVICE IS PROVIDED FOR AIRBORNE FREIGHT CORPORATION
(In Response To Request 1 and 2)

Aberdeen, S.D.
Abilene, Tex.
Albuquerque, N.M.
Allentown, Penna
Alexandria, La.
Amarillo, Tex
Asheville, N.C.
Augusta, Ga.
Austin, Tex.
BAkersfield, Calif.
Baton Rouge, La.
Beaumont, Tex.
Billings, Mont.
Binghamton, N.Y.
Bismarck, N.D.
Boise, Ida.
Burlington, Iowa
Bristol, Tenn.
Bute, Mont.
Calgary, Alb.
Casper, Wyo.
Cedar Rapids, Iowa
Champaign, Ill.
Charleston, S.C.
Charleston, W. Va.
Chattanooga, Tenn.
Cheyenne, Wyo.
Colorado Springs, Colo.
Columbia, Mo.
Columbia, S.C.
Columbus, Ga.
Corpus Christi, Tex.
Dearing, Kans.
Des Moines, Iowa
Dubuque, Iowa
Duluth, Minn.
Eau Claire, Wisc.
Eglin AFB, Fla.
El Dorado, Ark.
Elmira, N.Y.
El Paso, Tex.
Erie, Penna.
Eureka, Calif.
Evansville, Inc.
Fairbanks, Alas.
Fargo, N.D.
Fayetteville, Ark.
Flint, Mich.
Florence, S.C.
Fort Wayne, Ind.
Fresno, Calif.
Grand Junction, Colo.
Great Falls, Mont.
Green Bay, Wisc.
Greensboro, N.C.
Greenville, S.C.
Harrisburg, Penna.
Helena, Mont.
Hickory, N.C.
Huntington, W. Va.
Huntsville, Ala.
Idaho Falls, Ida.
Jackson, Miss.
Jacksonville, Fla.
Joplin, Mo.
Juneau, Alas.
Kingsport, Tenn.
Kodiak, Alas.
La Crosse, Wisc.
Lafayette, La.
Lake Charles, La.
Lancaster, Penna.
Lansing, Mich.
Laredo, Tex.
Las Vegas, Nev.
Lincoln, Neb.
Little Rock, Ark.
Lubbock, Tex.
Lynchburg, Va.
Macon, Ga.
Madison, Wisc.
Mason City, Iowa
Melbourne, Fla.
Midland, Tex.
Minot, N.D.
Missoula, Mont.
Mobile, Alab.
Modesto, Calif.
Moline, Ill.
Monterey, Calif.
Montgomery, Alab.
Montreal, Que.
Muskegon, Mich.
Newport News, Va.
Norfolk, Va.
Palm Springs, Calif.
Parkersburg, W. Va.
Pasco, Wash.
Pensacola, Fla.
Peroia, Ill.
Pocatello, Ida.
Portland, Me.
Providence, R.I.
Pueblo, Colo.
Quincy, Ill.
Rapid City, S.D.
Reno, Nev.
Richmond, Va.
Roanoke, Va.
Rochester, Minn.
Rochester, N.Y.
Sacramento, Calif.
San Antonio, Tex.
Santa Barbara, Calif.
Santa Fe, N.M.
Savannah, Ga.
Shreveport, La.
Sioux Falls, S.D.
Sitka, Alas
South Bend, Ind.
Spokane, Wash.
Springfield, Ill.
Springfield, Mo.
Stockton, Calif.
Tallahassee, Fla.
Texarkana, Tex.
Toledo, Ohio
Toronto, Ont.
Tucson, Ariz.
Tulsa, Okla.
Twin Falls, Ida.
Vancouver, B.C.
Visalia, Calif.
Waterloo, Iowa
Watertown, N.Y.
West Palm Beach, Fla.
Williamsport, Penna
Wilmington, N.C.
Winnipeg, Man.
Winston-Salem, N.C.
Yakima, Wash.

CAB Docket 22388

Exhibit No. AFFA-IR1-B
Page 1 of 3

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

AIR-LAND FREIGHT CONSOLIDATORS, INC.
MAINTAINS FACILITIES MANNED BY AIR-LAND EMPLOYEES AT THE FOLLOWING CITIES

(In Response To Requests 1 and 2)

Atlanta, Georgia
Boston, Mass.
Buffalo, New York
Chicago, Illinois
Cleveland, Ohio
Dallas, Texas
Denver, Colorado
Honolulu, Hawaii
Houston, Texas
Los Angeles, California
Minneapolis, Minnesota
Newark, New Jersey
New York, New York
Philadelphia, Pennsylvania
San Francisco, California

AIR-LAND MAINTAINS WORKING AGREEMENTS WITH AGENTS IN THE FOLLOWING CITIES FOR THE SOLE PURPOSE OF PERFORMING DELIVERIES

Akron, Ohio
Albany, New York
Albuquerque, New Mexico
Alexandria, La.
Allentown, Pa.
Amarillo, Texas
Anchorage, Alaska
Augusta, Ga.
Austin, Texas
Bakersfield, California
Baltimore, Md.
Baton Rouge, La.
Beaumont, Texas
Billings, Mont.
Binghampton, New York
Birmingham, Ala.
Bismarck, N. D.
Boise, Idaho
Burlington, Vt.
Cedar Rapids, Iowa
Charleston, S. C.
Charlotte, N. C.
Chattanooga, Tenn.
Cincinnati, Ohio
Colorado Springs, Col.
Columbia, S. C.
Columbus, Ohio
Dayton, Ohio
Des Moines, Iowa

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

Detroit, Mich.
Duluth, Minn.
Evansville, Ind.
Fairbanks, Alaska
Fargo, N. D.
Ft. Wayne, Indiana
Fresno, California
Grand Rapids, Mich.
Great Falls, Mont.
Greenbay, Wisc.
Greensboro, S. C.
Greenville, S. C.
Harrisburg, Pa.
Hartford, Conn.
Honolulu, Hawaii
Indianapolis, Ind.
Jackson, Miss.
Jacksonville, Fla.
Joplin, Mo.
Juneau, Alaska
Kansas City, Mo.
Knoxville, Tenn.
Lake Charles, La.
Las Vegas, Nev.
Lexington, Ky.
Little Rock, Ark.
Louisville, Ky.
Lubbock, Texas
Macon, Ga.
Madison, Wisc.
Memphis, Tenn.
Miami, Fla.
Milwaukee, Wisc.
Mobile, Ala.
Moline, Ill.
Montreal, Que.
Nashville, Tenn.
New Orleans, La.
Norfolk, Va.
Omaha, Neb.
Orlando, Fla.
Phoenix, Arizona
Pittsburgh, Pa.
Portland, Maine
Portland, Oregon
Providence, Rhode Island
Raliegh, N. C.
Reno, Nev.
Richmond, Va.
Rochester, N. Y.
Roswell, N. M.
Sacramento, California
St. Louis, Mo.
Salt Lake City, Utah
San Antonio, Texas
San Diego, California
Savannah, Georgia
Scranton, Pa.
Seattle, Wash.
Shreveport, La.
Sioux City, Iowa
Sioux Falls, S. D.
South Bend, Ind.
Spokane, Wash.
Springfield, Ill.
Syracuse, N. Y.
Tallahassee, Fla.
Tampa, Fla.
Toledo, Ohio
Toronto, Ontario
Tucson, Arizona
Tulsa, Okla.
Washington, D. C.
West Palm Beach, Fla.
Wichita, Kansas
Wilkes Barre, Pa.
Winston Salem, N. C.

CAB Docket 22388

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

AIR-LAND PROVIDES PICK-UP AND DELIVERY SERVICE WITH EQUIPMENT MANNED BY AIR-LAND EMPLOYEES IN THE FOLLOWING CITIES

(In Response To Requests 1 and 2)

Atlanta, Ga.
Boston, Mass.
Buffalo, New York
Chicago, Ill.
Cleveland, Ohio
Dallas, Texas
Denver, Col.
Houston, Texas
Los Angeles, California
Minneapolis, Minn.
Newark, New Jersey
New York, New York
Philadelphia, Penn.
San Francisco, California

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

POINTS SERVED BY NOVO AIRFREIGHT CORP.

(In Response To Requests 1 and 2)

CITY	TRUCKING COMPANY EMPLOYEES	TRUCKING OTHER	COMPANY LOCATION TERMINAL	COMPANY LOCATION OFFICE	AGENT LOCATION AGENT PERSONNEL	AGENT LOCATION NOVO PERSONNEL
Akron, Ohio		X			X	
Albany, N.Y.		X			X	
Atlanta, Georgia	X	X	X	X		
Austin, Texas		X			X	
Baltimore, Md.		X			X	
Binghamton, N.Y.		X			X	
Birmingham. Ala.		X			X	
Boise, Idaho		X			X	
Boston, Mass.		X	X	X		
Bridgeport, Conn.		X			X	
Buffalo, N.Y.		X	X	X		
Butte, Mont.		X			X	
Charlotte, N.C.		X	X	X		
Chicago, Ill.	X		X	X		
Cincinnati, Ohio		X			X	
Cleveland, Ohio		X	X	X		
Columbus, Ohio		X			X	
Columbus, Georgia		X			X	
Corpus Christi, Texas		X			X	
Dallas, Texas		X			X	X
Dayton, Ohio		X			X	
Denver, Colo.		X			X	
Des Moines, Iowa		X			X	
Detroit, Mich.		X		X		
Durham, N.C.		X			X	
El Paso, Texas		X			X	
Erie, Pa.		X			X	
Fort Wayne, Ind.		X			X	
Fresno, Calif.		X			X	

CAB Docket 22388

1205(a)

Exhibit No. AFFA-IR 1-C

Page 1 of 3

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA
POINTS SERVED BY NOVO AIRFREIGHT CORP.

CITY	TRUCKING: COMPANY EMPLOYEES	TRUCKING: OTHER	COMPANY LOCATION: TERMINAL	COMPANY LOCATION: OFFICE	AGENT LOCATION: AGENT PERSONNEL	AGENT LOCATION: NOVO PERSONNEL
Grand Rapids, Mich.		X			X	
Greensboro, N.C.		X			X	
Greenville, S.C.		X			X	
Hartford, Conn.		X				
Houston, Texas		X			X	
Indianapolis, Ind.		X			X	
Jackson, Miss.		X			X	
Jacksonville, Fla.		X			X	
Kansas City, Mo.		X			X	
Knosville, Tenn.		X			X	
Las Vegas, Nevada		X			X	
Lexington, Ky.		X			X	
Little Rock, Ark.		X			X	
Los Angeles, Calif.	X		X	X		
Louisville, Ky.		X			X	
Lubbock, Texas		X			X	
Madison, Wisc.		X			X	
Memphis, Tenn.		X	X		X	
Merced, Calif.		X			X	
Miami, Fla.		X			X	
Milwaukee, Wisc.	X	X	X	X		
Minneapolis, Minn.		X				
Mobile, Ala.		X			X	X
Moline, Ill.		X			X	
Montgomery, Ala.		X			X	
Nashville, Tenn.		X			X	
New Haven, Conn.		X			X	
New Orleans, La.		X			X	
New York, N.Y.	X		X	X		
Newark, N.H.	X		X	X		
Norfolk, Va.		X			X	
Oklahoma City, Okla.		X			X	

CAB Docket 22388
1206(a)
Exhibit No. AFFA-IR 1-C
Page 2 of 3

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

POINTS SERVED BY NOVO AIRFREIGHT CORP.

CITY	TRUCKING: COMPANY EMPLOYEES	TRUCKING: OTHER	COMPANY LOCATION: TERMINAL	COMPANY LOCATION: OFFICE	AGENT LOCATION: AGENT PERSONNEL,	AGENT LOCATION: NOVO PERSONNEL
Omaha, Neb.		X			X	
Orlando, Fla.		X			X	
Pensacola, Fla.		X			X	
Philadelphia, Pa.		X	X	X		
Pittsburgh, Pa.		X			X	
Portland, Ore.		X			X	
Reno, Nevada		X			X	
Richmond, Va.		X			X	
Rochester, N.Y.		X			X	
St. Louis, Mo.		X			X	
Salt Lake City, Utah		X			X	
San Antonio, Texas		X			X	
San Francisco, Calif.		X	X	X		
Seattle, Wash.		X			X	
South Bend, Ind.		X			X	
Springfield, Ill.		X			X	
Spokane, Wash.		X			X	
Stockton, Calif.		X			X	
Tampa, Fla.		X			X	
Toledo, Ohio		X			X	
Topeka, Kan.		X			X	
Tulsa, Okla.		X			X	
Washington, D.C.		X			X	
W. Palm Beach, Fla.		X		X		

CAB Docket 22388

1207(a)

Exhibit No. AFFA-IR 1-C

Page 3 of 3

CAB Docket 22388

Exhibit No. AFFA-IR 1-D
Page 1 of 1

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

PROFIT BY AIR'S TERMINAL FACILITIES AND PICK-UP AND DELIVERY SERVICE
(In Response To Requests 1 and 2)

Profit by Air maintains air freight terminal facilities operated by its own employees in the following cities:

Atlanta, Georgia
Chicago, Illinois
Dallas, Texas
Los Angeles, California
Miami, Florida
Newark, New Jersey
New York, New York
San Juan, Puerto Rico

In addition, the company maintains an air freight terminal facility operated by an exclusive agent in Boston, Massachusetts.

Profit by Air operates its own pick-up and delivery service in all of the above cities. In Atlanta, Los Angeles, Newark, New York and San Juan Pick-up and delivery is performed totally or in part by company employees. In the other cities, pick-up and delivery is provided on an exclusive basis by agents.

Profit by Air also provides pick-up and delivery service in all cities listed in its Pick-up and Delivery Tariff, C.A.B. No. 16. Service is provided in approximately 230 airport cities covering approximately 8,000 points. In all instances except those mentioned above, this service is performed on a non-exclusive basis by contract truckers.

Profit by Air has no service restriction to any point in its tariff.

CAB Docket 22388

Exhibit No. AFFA-IR 1-E
Page 1 of 3

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

LISTING OF AIRPORT CITIES AT WHICH SHULMAN AIR FREIGHT PROVIDES PICK-UP AND DELIVERY SERVICES
(In Response To Requests 1 and2)

City	Shulman Employees	Service Restriction
Allentown, Pa.	Yes	None
Atlanta, Ga.	Yes	None
Boston, Mass.	Yes	None
Charlotte, N.C.	Yes	None
Chicago, Ill.	Yes	None
Cleveland, Ohio	Yes	None
Dallas, Texas	Yes	None
Detroit, Michigan	Yes	None
Houston, Texas	Yes	None
Kansas City, Mo.	Yes	None
Los Angeles, Calif.	Yes	None
Memphis, Tenn.	Yes	None
Miami, Fla.	Yes	None
New York, N.Y. 1/	Yes	None
Newark, N.J. 1/	Yes	None
Jersey City, N.J.	Yes	None
Philadelphia, Pa. 2/	Yes	None
Providence, R.I.	Yes	None
San Francisco, Calif.	Yes	None
San Juan, P.R. 3/	Yes	None
St. Louis, Mo.	Yes	None
San Diego, Calif.	Yes	None
Wilkes Barre, Pa.	Yes	None

1/ Includes Bridgeport, Connecticut and Islip, New York and intermediate points.

2/ Includes Trenton, New Jersey; Wilmington, Delaware and Atlantic City, New Jersey.

3/ Includes all points in Puerto Rico.

CAB Docket 22388

Exhibit No. AFFA-IR 1-E
Page 2 of 3

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

CITIES AT WHICH AGENCY SERVICE IS PROVIDED

(In Response To Requests 1 and 2)

City	Service Restrictions	City	Service Restrictions
Akron, Ohio	A	Hartford, Conn.	A
Albany, N.Y.	B	Hilo, Hawaii	A
Albuquerque, N.M.	B	Honolulu, Hawaii	A
Amarillo, Texas	A	Huntsville, Ala.	A
Anchorage, Alaska	A	Indianapolis, Ind.	A
Asheville, N.C.	A	Jackson, Miss.	A
Austin, Texas	A	Jacksonville, Fla.	A
Baltimore, Md.	A	Kalamazoo, Mich.	A
Baton Rouge, La.	A	Knoxville, Tenn.	A
Battle Creek, Mich.	A	Lansing, Mich.	A
Benton Harbor, Mich.	A	Las Vegas, Nevada	A
Billings, Montana	A	Lexington, Kentucky	A
Binghamton, N.Y.	A	Lincoln, Nebraska	A
Birmingham, Ala.	A	Little Rock, Ark.	A
Boise, Idaho	A	Louisville, Kentucky	B
Bristol, Va./Tenn.	A	Lubbock, Texas	A
Buffalo, N.Y.	B	Madison, Wisconsin	A
Cedar Rapids, Iowa	A	Meridian, Miss.	A
Champaign, Illinois	A	Midland, Texas	A
Charleston, W. Va.	A	Milwaukee, Wisconsin	A
Charleston, S.C.	A	Minneapolis, Minn.	B
Chattanooga, Tenn.	A	Mobile, Alabama	A
Cincinnati, Ohio	A	Moline, Ill.	A
Columbia, S.C.	A	Montgomery, Alabama	A
Columbus, Ohio	A	Muskegon, Mich.	A
Corpus Christi, Texas	A	Nashville, Tenn.	A
Dayton, Ohio	A	New Orleans, La.	A
Denver, Colorado	B	Norfolk, Va.	A
Des Moines, Iowa	A	Oklahoma City, Okla.	B
Duluth, Minn.	A	Omaha, Neb.	B
El Paso, Texas	A	Orlando, Fla.	A
Evansville, Indiana	A	Pensacola, Fla.	A
Fairbanks, Alaska	A	Peoria, Ill.	A
Fargo, N.D.	A	Phoenix, Ariz.	B
Flint, Michigan	A	Pittsburgh, Pa.	A
Fort Wayne, Indiana	A	Pocatello, Idaho	A
Fresno, Calif.	A	Portland, Oregon	B
Grand Rapids, Mich.	A	Quincy, Ill.	A
Green Bay, Wisconsin	A	Raleigh, N.C.	None
Greensboro, N.C.	None	Reno, Nevada	A
Greenville, S.C.	None	Richmond, Va.	A

CAB Docket 22388

Exhibit No. AFFA-IR 1-E
Page 3 of 3

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

CITIES AT WHICH AGENCY SERVICE IS PROVIDED

(In Response To Request 1 and 2)

City	Service Restrictions
Roanoke, Va.	A
Rochester, Minn.	A
Rochester, N.Y.	A
Sacramento, Calif.	A
Saginaw, Mich.	A
Salt Lake City, Utah	B
San Antonio, Texas	A
Sarasota, Fla.	A
Seattle, Wash.	B
Shreveport, La.	A
Sioux City, Iowa	A
Sioux Falls, S.D.	A
South Bend, Ind.	A
Spokane, Wash.	A
Springfield, Ill.	A
Springfield, Mo.	A
Syracuse, N.Y.	A
Tallahassee, Fla.	A
Tampa, Fla.	A
Toledo, Ohio	A
Tucson, Arizona	A
Tulsa, Oklahoma	A
Tupelo, Miss.	A
Utica/Rome, N.Y.	A
Washington, D. C.	A
West Palm Beach, Fla.	None
Wichita, Kansas	B
Winston-Salem, N.C.	None
Youngstown, Ohio	A

Ledgend

A - Outbound service available via combination rates only. No restrictions on inbound service.

B - Limited through-rate outbound service available. No restrictions on inbound service.

CAB Docket 22388

Exhibit No. AFFA-IR 1-F
Page 1 of 3

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

LISTING OF WTC AIR FREIGHT STATIONS AND STATIONS WHERE SERVICE IS PROVIDED BY AGENTS

(In Response To Request 1 and 2)

AKRON	-	Contract Agent
ALBUQUERQUE	-	Contract Agent
ANCHORAGE	-	Contract Agent
ATLANTA	-	WTC Control
AUSTIN	-	Contract Agent
BAKERSFIELD	-	Contract Agent
BALTIMORE	-	Contract Agent
BIRMINGHAM	-	Contract Agent
BOSTON	-	WTC Control
BUFFALO	-	Contract Agent
CEDAR RAPIDS	-	Contract Agent
CHARLOTTE	-	Contract Agent
CHATTANOOGA	-	Contract Agent
CHARLESTON	-	Contract Agent
CHICAGO	-	WTC Control
CINCINNATI	-	Contract Agent
CLEVELAND	-	WTC Control
COLUMBUS	-	Contract Agent
DALLAS	-	WTC Control
DAYTON	-	Contract Agent
DENVER	-	Contract Agent
DES MOINES	-	Contract Agent
DETROIT	-	Contract Agent
EL PASO	-	Contract Agent
FAIRBANKS	-	Contract Agent
FORT WAYNE	-	Contract Agent
FRESNO	-	Contract Agent
HARTFORD	-	WTC Control
HONOLULU	-	WTC Control
HOUSTON	-	WTC Control
HUNTSVILLE	-	Contract Agent
INDIANAPOLIS	-	Contract Agent
JACKSONVILLE	-	Contract Agent
JAMAICA	-	WTC Control
KANSAS CITY	-	Contract Agent
KNOXVILLE	-	Contract Agent

CAB Docket 22388

Exhibit No. AFFA-IR 1-F
Page 2 of 3

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

LISTING OF WTC AIR FREIGHT STATIONS AND STATIONS WHERE SERVICE IS PROVIDED BY AGENTS

(In Response To Request 1 and 2)

LAS VEGAS	-	Contract Agent
LITTLE ROCK	-	Contract Agent
LONGVIEW	-	Contract Agent
LOS ANGELES	-	WTC Control
LOUISVILLE	-	Contract Agent
LUBBOCK	-	Contract Agent
MACON	-	Contract Agent
MELBOURNE	-	Contract Agent
MEMPHIS	-	Contract Agent
MIAMI	-	Contract Agent
MILWAUKEE	-	Contract Agent
MINNEAPOLIS	-	Contract Agent
MONTGOMERY	-	Contract Agent
NASHVILLE	-	Contract Agent
NEW ORLEANS	-	Contract Agent
NEW JERSEY	-	WTC Control
NEW YORK	-	WTC Control
NORFOLK	-	Contract Agent
OKLAHOMA	-	Contract Agent
OMAHA	-	Contract Agent
ORLANDO	-	Contract Agent
PALM SPRINGS	-	Contract Agent
PHILADELPHIA	-	WTC Control
PHOENIX	-	Contract Agent
PITTSBURGH	-	Contract Agent
PORTLAND	-	Contract Agent
RENO	-	Contract Agent
ROCHESTER	-	Contract Agent
SACRMANETO	-	Contract Agent
SALT LAKE CITY	-	Contract Agent
SAN ANTONIO	-	Contract Agent
SAN DIEGO	-	WTC Control
SAN FRANCISCO	-	WTC Control
SEATTLE	-	WTC Control
SPOKANE	-	WTC Control
ST. LOUIS	-	Contract Agent
SYRACUSE	-	Contract Agent

CAB Docket 22388

Exhibit No. AFFA-IR 1-F
Page 3 of 3

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

LISTING OF WTC AIR FREIGHT STATIONS AND STATIONS WHERE SERVICE IS PROVIDED BY AGENTS

(In Response To Request 1 and 2)

TAMPA	-	Contract Agent
TOLEDO	-	Contract Agent
TUCSON	-	Contract Agent
TULSA	-	Contract Agent
WASHINGTON	-	Contract Agent
WEST PALM BEACH	-	Contract Agent
Wichita	-	Contract Agent

POINTS SERVED BY SANTA FE AIR FREIGHT COMPANY
(In Response to Requests 1 and 2)

STATE/CITY	TRUCKING: COMPANY EMPLOYEES	TRUCKING: OTHER	COMPANY LOCATION: TERMINAL	COMPANY LOCATION: OFFICE	AGENT LOCATION: AGENT PERSONNEL	AGENT LOCATION: SFAF CO. PERSONNEL
Alabama						
Birmingham		X			X	
Huntsville		X			X	
Mobile		X			X	
Montgomery		X			X	
Alaska						
Anchorage		X			X	
Arizona						
Phoenix		X			X	
Tucson		X			X	
Arkansas						
Little Rock		X			X	
California						
Fresno		X			X	
Los Angeles		X	X	X		
Modesto		X			X	
San Diego		X			X	
San Francisco		X	X	X		
Colorado						
Colorado Springs		X			X	
Denver		X			X	
Connecticut						
Bridgeport	X		X	X		
Hartford		X			X	
Delaware						
Wilmington		X			X	
Dist. of Columbia						
Washington		X			X	

POINTS SERVED BY SANTA FE AIR FREIGHT COMPANY- PAGE 2

STATE/CITY	TRUCKING: COMPANY EMPLOYEES	TRUCKING: OTHER	COMPANY LOCATION: TERMINAL	COMPANY LOCATION: OFFICE	AGENT LOCATION: AGENT PERSONNEL	AGENT LOCATION: SFAF CO. PERSONNEL
Florida						
Miami		X			X	
Daytona Beach		X			X	
Fort Lauderdale		X			X	
Jacksonville		X			X	
Orlando		X			X	
Tampa		X			X	
West Palm Beach		X				
Georgia						
Atlanta		X	X	X		
Columbus		X			X	
Macon		X			X	
Savannah		X			X	
Hawaii						
Honalulu		X			X	
Idaho						
Boise		X			X	
Idaho Falls		X			X	
Pocatello		X			X	
Twin Falls		X			X	
Illinois						
Chicago		X	X	X		
Moline		X			X	
Peoria		X			X	
Rockford		X			X	
Springfield		X			X	
Indiana						
Evansville		X			X	
Fort Wayne		X			X	
Indianapolis		X			X	
Iowa						
Des Moines		X			X	

POINTS SERVED BY SANTA FE AIR FREIGHT COMPANY - Page 3

STATE/CITY	TRUCKING: COMPANY EMPLOYEES	TRUCKING: OTHER	COMPANY LOCATION: TERMINAL	COMPANY LOCATION: OFFICE	AGENT LOCATION: AGENT PERSONNEL	AGENT LOCATION: STAF CO. PERSONNEL
Kansas					X	
Topeka		X	X	X		
Wichita		X				
Kentucky					X	
Lexington		X			X	
Louisville		X				
Louisiana					X	
Baton Rouge		X			X	
Lake Charles		X			X	
New Orleans		X			X	
Shreveport		X				
Maine					X	
Bangor		X			X	
Portland		X				
Maryland					X	
Baltimore		X				
Massachusetts						
Boston		X	X	X		
Michigan					X	
Battle Creek		X				
Detroit	X		X	X	X	
Grand Rapids		X			X	
Kalamazoo		X			X	
Lansing		X			X	
Muskegon		X				
Minnesota					X	
Minneapolis		X			X	
Rochester		X			X	
St. Cloud		X				
Mississippi						

POINTS SERVED BY SANTA FE AIR FREIGHT COMPANY - PAGE 4

STATE/CITY	TRUCKING: COMPANY EMPLOYEES	TRUCKING: OTHER	COMPANY LOCATION: TERMINAL	COMPANY LOCATION: OFFICE	AGENT LOCATION: AGENT PERSONNEL	AGENT LOCATION: SFAF CO. PERSONNEL
Missouri						
Joplin		X			X	
Kansas City		X			X	
St. Joseph		X			X	
St. Louis	X		X	X		
Springfield		X			X	
Montana						
Billings		X			X	
Butte		X			X	
Great Falls		X			X	
Nebraska						
Omaha		X			X	
Nevada						
Las Vegas		X			X	
Reno		X			X	
New Hampshire						
Manchester		X			X	
Nashua		X			X	
New Jersey						
Newark	X		X	X		
Trenton		X			X	
New Mexico						
Albuquerque		X			X	
New York						
Albany		X			X	
Binghamton		X			X	
Buffalo		X			X	
Plattsburgh		X			X	
Poughkeepsie		X			X	
Rochester		X				

POINTS SERVED BY SANTA FE AIR FREIGHT COMPANY - PAGE 5

STATE/CITY	TRUCKING: COMPANY EMPLOYEES	TRUCKING: OTHER	COMPANY LOCATION: TERMINAL	COMPANY LOCATION: OFFICE	AGENT LOCATION: AGENT PERSONNEL	AGENT LOCATION: SFAF CO. PERSONNEL
North Carolina						
Greensboro		X			X	
Charlotte		X			X	
Raleigh/Durham		X			X	
North Dakota						
Fargo		X			X	
Ohio						
Akron/Canton		X			X	
Cincinnati		X			X	
Cleveland	X		X	X		
Columbus		X			X	
Dayton		X			X	
Lima		X			X	
Mansfield		X			X	
Toledo		X			X	
Youngstown		X			X	
Oklahoma						
Tulsa		X			X	
Oklahoma City		X			X	
Oregon						
Portland		X			X	
Pennsylvania						
Avoca		X			X	
Lancaster		X			X	
Philadelphia		X			X	
Pittsburgh		X			X	
Williamsport		X			X	
Harrisburg		X			X	
Rhode Island						
Providence		X			X	

POINTS SERVED BY SANTA FE AIR FREIGHT COMPANY - PAGE 6

STATE/CITY	TRUCKING: COMPANY EMPLOYEE	TRUCKING: OTHER	COMPANY LOCATION: TERMINAL	COMPANY LOCATION: OFFICE	AGENT LOCATION: AGENT PERSONNEL	AGENT LOCATION: SFAF CO. PERSONNEL
South Carolina					X	
Charleston		X			X	
Columbia		X			X	
Greenville		X				
South Dakota					X	
Pierre		X			X	
Rapid City		X			X	
Sioux Falls		X				
Tennessee					X	
Chattanooga		X			X	
Knoxville		X			X	
Memphis		X			X	
Nashville		X				
Texas					X	
Abilene		X			X	
Amarillo		X			X	
Corpus Christi		X			X	
Dallas/Ft. Worth		X			X	
El Paso		X			X	
Houston		X			X	
Laredo		X			X	
San Antonio		X				
Utah					X	
Salt Lake City		X				
Virginia					X	
Lynchburg		X			X	
Norfolk		X			X	
Richmond		X			X	
Roanoke		X				
Washington					X	
Seattle		X			X	
Spokane		X			X	
Tacoma		X				

CAB Docket 22388

Exhibit No. AFFA-IR-1-G
Page 7 of 7

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

POINTS SERVED BY SANTA FE AIR FREIGHT COMPANY - PAGE 7

STATE/CITY	TRUCKING COMPANY EMPLOYEES	TRUCKING OTHER	COMPANY LOCATION TERMINAL	COMPANY LOCATION OFFICE	AGENT LOCATION AGENT PERSONNEL	AGENT LOCATION S.F.A.F. CO. PERSONNEL
West Virginia						
Charleston		x			x	
Wheeling		x			x	
Wisconsin						
Green Bay		x			x	
Madison		x			x	
Milwaukee		x			x	
Oshkosh/Appleton		x			x	
Wyoming						
Casper		x			x	
Cheyenne		x			x	

CAB Docket 22388

Exhibit No. AFFA-IR-7
(2nd Revised)

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

NUMBER OF SHIPMENTS RECEIVING PICK-UP AND DELIVERY
SERVICE PROVIDED FOR BY CARRIER'S TARIFF
(In Response To Request 8)

Carrier	Pick-Up Service Only	Delivery Service Only	Both Pick-Up And Delivery Service
Airborne	7.0	20.0	70.0
Air-Land	10.4	7.5	82.1
Novo	Not Available	Not Available	Not Available
Profit By Air	2.0	16.0	81.0
Santa Fe	7.5	1.3	90.1
Shulman	0.5	21.0	78.0
WTC	1.2	14.8	83.5

Source: Company Records

CAB Docket 22388

Exhibit No. AFFA-IR-9-A
Page 1 of 1

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

AIRBORNE'S SHIPMENTS, POUNDS, PIECES AND REVENUE BY COMMODITY RATES
(In Response To Requests 10 A, B And C)

	February 1970	February 1971
General Commodity		
Shipments	73,965	64,606
Pounds	6,783,660	6,276,919
Pieces	N.A.	192,327
Revenue	$2,603,781	$2,625,614
Specific Commodity		
Shipments	44,821	43,797
Pounds	7,031,971	7,227,426
Pieces	N.A.	252,582
Revenue	$1,541,838	$1,811,793
Total		
Shipments	118,786	108,403
Pounds	13,815,631	13,504,345
Pieces	N.A.	444,909
Revenue	$4,145,619	$4,437,407

Source; Company Records
N.A. Means not available

CAB Docket 22388

Exhibit No. AFFA-IR-9-B
Page 1 of 1

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

AIR-LAND'S SHIPMENTS, POUNDS, PIECES AND REVENUE BY COMMODITY RATES
(In Response To Requests 10A, B and C)

	February 1970	February 1971
General Commodity		
Shipments	6,647	4,547
Pounds	414,123	315,036
Pieces	13,494	9,094
Revenue	$164,115	$131,257
Specific Commodity		
Shipments	2,944	2,008
Pounds	360,780	271,226
Pieces	5,888	4,016
Revenue	$ 91,914	$ 73,608
Total		
Shipments	9,591	6,555
Pounds	774,903	586,262
Pieces	19,382	13,110
Revenue	$256,029	$204,865

Source: Company Records

CAB Docket 22388

Exhibit No. AFFA-IR-9-C
Page 1 of 1

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

NOVO'S SHIPMENTS, POUNDS PIECES AND REVENUE BY COMMODITY RATES
(In Response To Requests 10 A, B, C)

	February 1971	February 1970
General Commodity		
Shipments	14,865	19,860
Weight	1,322,580	1,773,748
Pieces	NA	NA
Revenue	$531,987	$581,364
Specific Commodity		
Shipments	12,310	8,390
Weight	1,225,744	1,232,604
Pieces	NA	NA
Revenue	$359,113	$256,336
Total		
Shipments	27,175	28,251
Weight	2,548,325	3,006,352
Pieces (1)	102,359	103,667
Revenue	$891,100	$837,700

(1) Pieces estimated from a sample of Feb. 1970 and Feb. 1971

Source: Company Records

CAB Docket 22388

Exhibit No. AFFA-IR-9-D
Page 1 of 1

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

PROFIT BY AIR'S SHIPMENTS, POUNDS, PIECES AND REVENUE BY COMMODITY RATES
(In Response To Request 10 A, B, C)

	February 1970	February 1971
General Commodity		
Shipments	7,574	9,343
Pounds	1,056,780	1,055,770
Pieces	24,970	25,570
Revenue	$306,653	$455,553
Specific Commodity		
Shipments	2,990	3,130
Pounds	892,242	1,229,441
Pieces	24,590	28,810
Revenue	$161,676	$203,987
Total		
Shipments	10,564	12,473
Pounds	1,949,022	2,285,211
Pieces	49,920	54,380
Revenue	$468,329	$659,540

Source: Company Records

CAB Docket 22388

Exhibit No. AFFA-IR-9-E
Page 1 of 1

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

SHULMAN'S SHIPMENTS, POUNDS, PIECES AND REVENUE BY COMMODITY RATES

(In Response To Requests 10 A, B And C)

	February 1970	February 1971
General Commodity		
Shipments	16,767	18,613
Pounds	2,196,242	2,704,781
Pieces	73,206	58,780
Revenue	$596,060	$717,797
Specific Commodity		
Shipments	22,063	24,673
Pounds	4,459,037	5,747,660
Pieces	170,861	158,922
Revenue	$1,106,968	$1,276,083
Total		
Shipments	38,830	43,286
Pounds	6,655279	8,452,441
Pieces	244,069	217,702
Revenue	$1,703,028	$1,993,880

Source: Company Records

CAB Docket 22388

Exhibit No. AFFA-IR-9-F
Page 1 of 1

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

WTC'S SHIPMENTS BY COMMODITY RATES

(In Response To Request 10 A, B, C)

	February 1970	February 1971
General Commodities	20,493	21,293
Specific Commodities	30,932	32,141
Total	51,425	53,434

Source: Company Records

CAB Docket 22388

Exhibit No. AFFA-IR-9G
Page 1 of 1

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

SANTA FE AIR FREIGHT COMPANY

Shipments by Commodity Rates

(In Response To Request 10 A, B, C)

	February 1971
General Commodities	67%
Specific Commodities	33%

C.A.B. Docket Number 22388

TENTATIVE SERVICE PROPOSAL FOR PARTICIPATING FORWARDER APPLICANTS
(Response to BOR Request 14)

The participating forwarder applicants at this stage can offer only a tentative service proposal since much of the basic information with regard to the existing service of REA is not yet available and the hearing in the rate investigation has been delayed so that the record is not yet complete on even the cost of the present service.

In order to comply with the request for information, however, the participating forwarder applicants present the following tentative suggestions for a proposed separate "air express" service to be offered by them.

The proposal is based on the assumption that the Board may find that the continuation of some form of "air express" service as a separate class of service is either necessary or adviseable. In the judgment of the participating forwarders, they are presently operating an express-type service in their existing operations and under their present tariffs. They are inhibited from offering the full spectrum of such service, particularly at secondary points, by the airline air freight rate structure which, among other deterrents, requires them to pay double minimums on interline transfers while REA makes a flat contribution on such movements under its agreements with the air carriers which is far below what all forwarders must pay the airlines under the latters' air freight rate tariffs. In addition, the priority accorded REA under the agreement over air freight permits REA to offer this concept as a marketing tool and thus disadvantages the forwarder in his ability to sell the shipper and generate more traffic for the air carriers at both primary and secondary points. Similarly,

the method of establishing rates -- agreements among the airlines and with REA -- extends other rates and service advantages to REA denied the forwarders in their operations under the airlines' published air freight tariffs. Revision of the airline freight rate structure, abandonment of the single-entity priority concept, and elimination of the agreement method of establishing "air express" rates and divisions thereof, thus placing forwarders on a competitive par with REA, would in the main permit on a broader basis the same type of expedited service to be offered to shipper customers by forwarders as is offered in their present operations, would extend service by numerous forwarders superior to that now offered by REA, and generate substantially additional freight for the airlines, as detailed more fully below.

A. The Present Form of Service Should Not Be Continued.

While the record is not closed finally in this case or the rate case, it appears that if any "air express" service is to be continued, major changes in the present form of service, the rates for such service, and the method of setting rates must be made. A true door-to-door expedited air express service keyed to the "next available flight out" at origin and at all transfer points should be made available to the shipping public. We believe the record will show that such service is not now being provided by REA. If it were to be provided, we believe it will be shown in this case and in Docket 22387 that the cost of such service would be greater than the present REA "air express" rates themselves. The special handling of small packages on an expedited basis in combination service of necessity must cost more per unit than the handling of volume freight traffic moving in regular service for next day

delivery through lower-cost all-cargo terminals.

In addition, I am advised by counsel that the continued retention or future selection of any one "chosen instrument" to serve as the monopoly "air express" service company and the establishment of rates by the airlines by agreement inter se and the divisions thereof with REA are indefensible as a matter of law. Nor do we believe that these are effective media for generating substantial additional freight for the bellies of the combination and all-cargo flights of the airlines, nor an incentive for the most efficient, reasonably-priced, nationally-available service for the shipper customer that competition among different companies would generate.

B. A Proposed Alternative Service.

The participating forwarder applicants believe that the shipping public could benefit from and would want a premium-rated door-to-door service keyed to "next available flight out" belly service, and that it would be willing to pay the necessary price for such service. The service should be based on an airline tariff covering an absolute minimum of airline functions, avoiding much of the duplication which presently exists between the ground functions of the airlines and REA with respect to "air express" and eliminating the function of the airlines in providing runners between the passenger terminal and the terminal of the indirect air carrier. The participating forwarders would propose to take over those functions. Competition under compensatory rates would insure that the shipment receives expeditious special pick-up and delivery service (as at present offered in air freight service) and that it moves from the forwarder's terminal promptly to the next available flight out. REA, presently insulated from competition, does

not appear to perform the ground function for "air express" well, and the airlines do no better because they have chosen not to compete with each other for air express and moreover, they do not have adequate financial incentives under the present rate divisions.

As tentatively envisioned by the participating forwarders, the "air express" service to be offered for them would take the following form and have the following attributes:

1. The service would be based on individually published airline "air express" tariffs (subject to usual Board review) available to forwarders and individual shippers, for delivery of the shipment by the forwarder or the shipper plane-side or to the airline specified terminal;

2. The service (and tariff) would emphasize movement on daytime flights in combination equipment but would not exclude utilization of bellies of all-cargo flights provided these met the "next flight out" criterion;

3. The service by the airlines would offer "next available flight out" service from time of receipt, plus the same general kind of priority now accorded REA's "air express" shipments;

4. The airline "air express" tariffs would have no specific commodity rates, except possibly extra premium rates for traffic requiring special care or handling by the airlines;

5. The airline "air express" tariffs, as a means of minimizing costs and hence rates for the service, would contain detailed rules concerning the functions to be performed by forwarders and other shippers (which the airlines should present as part of their proposals in this case) regarding flight close out times, presorting by flight and destination, labeling and

other documentation and tying together or containerization of pieces moving to a common destination. We contemplate here the elimination of the pick-up runner service now performed by the airlines for REA at REA terminals, the preparation of "air express" documentation now performed by the airlines for REA at many stations, and of the re-sorting and loading functions now performed for REA by the airlines -- all as a means of reducing the airline costs for the service. With these functions eliminated, the tariffs could be based almost exclusively on airline capacity costs alone;

6. The airline "air express" tariffs would offer single shipment rates (based on weight) for multi-express shipments destined to the same consignee when such shipments are presented to the airlines in containers. The volume of containerized traffic may not be great because of the continuous flow associated with the "next available flight out" requirement but the forwarder would be given incentives to containerize where volume warrants, in order to insure that the airlines and shippers benefit from resulting diminution in airline handling costs. The form and size of container would of necessity be restricted by the nature of the daytime combination equipment on which most "express" traffic would move. Since these will inevitably be smaller-sized containers, easy to load, their utilization would not adversely affect the expedited nature of the service. In fact, at both origin and destination, it would reduce the need for hand-sorting, loading and unloading of pieces and would maximize fast retrieval;

7. All airline "air express" rates would be based on mileage with no separate charges or minimums for interline

transfers, as at present. This can be accomplished either by the imposition of joint rates for interline movements by the Board for this service or by a mandatory carrier interline agreement. This will open up a reservoir of new traffic and service to accomodate the shipper customers by air to and from the secondary markets, and at the same time would maximize the use of existing combination equipment in these markets. At present, this service cannot be developed by the forwarders for the airlines or for the forwarders own potential customers because the high air freight minimum applicable at origin and for each transfer preclude building the necessary initial base. Moreover, REA monopolizes the present traffic because of its rate advantage ($2.40 charge versus $10.00 - $20.00 or more for the same interline shipment to secondary points paid by the forwarder for the same shipment). At the same time, REA has failed to develop the true secondary market potential because of the absence of competition.

While in major markets most traffic now moving in existing freight service would continue to do so because the needs of the market -- next day service at low rates -- would contine to be met, there would be a substantial amount of new express traffic moving on daytime combination flights in these markets as well, where the special requirements of the shipper warrant his paying the costs associated with the total service. The proposed service thus would supplement -- not divert from or undermine -- present air freight service. At secondary points, as volume in "air express" increases to the point where substantial number of shipments can be consolidated in air freight service and moved

at lower rates to the shipper (as in major markets), the indirect carrier (and the shipper) will have the advantage of using either type of service, as desired;

8. The forwarders in turn would offer their own "air express" tariff to the shipping public (again, subject to Board review), providing for complete door-to-door express service utilizing the express tariffs of the airlines and their service thereunder, as described above. The participating forwarders would propose to use a short form of airway bill or document for this service so as to facilitate as much as possible the rapid movement on a continuously recurrent basis of express shipments to the selected flights. Forwarders could offer individual special pick-up of such shipments on call at origin and at destination either as part of their regular "air express" tariff or as an added charge. Each forwarder would establish his own tariff, including the rates and services, and would compete with one another on both a rate and service basis. Such competition, which is now totally absent with the REA monopoly, would contribute to the lowest possible rates to the shipper customer, the most efficient form of express service, and to the generation of additional volumes of cargo for the airlines;

9. The participating forwarders would offer express service to and from all points in their present air freight tariffs, covering for the most part every airport city in the U.S. As traffic develops, additional points would be offered to meet the demands. Forwarders now in the aggregate offer at least as wide-spread service in their existing air

freight operations as does REA in its "air express" service. One participating forwarder has 57 stations manned by its own employees for outbound and inbound traffic. In addition, it has 141 agents at other points now used primarily for inbound traffic. With the ability to offer an express service, it would immediately convert its agents to outbound generating points, or a total of 198. It anticipates that within one year it would set up a total of 400 generating points for both air freight and "air express." The other participating forwarders contemplate a similar expansion in their services to the shipper if they are authorized to offer an express-type service.

The participating forwarders would use their present sophisticated communications and tracing systems -- second to none in the air cargo industry -- in their air express operations, with such expansion as growth of the service would require. They would similarly use their existing pick-up and delivery equipment with such additions as customer requirements would dictate. Where they do not have their own trucks, they would use contract truckers. Capable and efficient contract truckers are available in every city to which service would be requested. They foresee the ultimate need at volume points of special pick-up and delivery trucks limited exclusively to serving the needs of "air express" shippers.

CAB Docket 22388 Exhibit No. AFFA-101

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

RESULTS OF ELAPSED TIME SURVEYS BY AFFA MEMBERS

	Same Day	Next Day	Second Day	Third Day	Four Or More Days	Total Shipments In Sample
Airborne						
Number	154	2,666	1,723	413	167	5,123
% of Carrier's Sample	3.0	53.0	33.0	8.0	3.0	100.0
Air-Land						
Number	To Be Supplied					
% of carrier's sample	0.4	55.5	22.6	12.7	8.8	100.0
Novo						
Number	60	583	387	9	30	1,069
% of Carrier's Sample	5.6	54.6	36.2	0.8	2.8	100.0
Profit-By-Air						
Number	13	688	286	86	59	1,132
% of Carrier's Sample	1.1	60.8	25.3	7.6	5.2	100.0
Shulman						
Number	43	2,795	730	385 1/	-	3,993
% of Carrier's Sample	1.1	70.1	18.3	9.6	-	100.0
WTC						
Number	-	812	393	8	4	1,217
% of Carrier's Sample	-	66.7	32.3	0.7	0.3	100.0

1/ Three or more days

Source: Traffic samples by each member

CAB Docket 22388 Exhibit No. AFFA-123

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

WITH THE EXCEPTION OF UPS THE BULK OF AIR FORWARDER TRAFFIC FLOWS ARE NOT IN THEIR OWN TOP 10 CITY PAIR MARKETS

(Jul - Dec 1970)

Air Forwarders	Traffic Flows Reported For Top 10 City Pair Markets	Total Tons Consolidated	% Top 10 Markets Of Total Tons Consolidated
Emery	3,419	66,540	5.1
Airborne	6,973	55,722	12.5
WTC	7,177	18,190	39.4
Shulman	10,543	24,842	42.4
Jet	4,590	13,285	34.5
DAX	3,037	21,332	14.2
UPS	9,735	11,452	85.0
Wings & Wheels	2,171	12,838	16.9
Novo	1,124	10,059	11.2
Profit-By-Air	918	2,190	41.9
Wits	1,136	4,112	27.6
Air-Land	913	2,913	31.3
Associated	1,199	3,120	38.4
Imperial	1,526	3,433	44.5
ABC	576	2,282	25.2
Express Air Freight	485	2,073	23.4
Total Above Companies	55,522	254,383	21.8
Total excluding UPS	45,787	242,931	18.8

Source: CAB Forms 244

CAB Docket 22388

Exhibit No. AFFA-124
Page 1 of 1

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

Seventy-Four Percent Of Airborne's Outbound Shipments Do Not Move In The Prime Markets

(February 1971)

Origin Point	Total Outbound Shipments	Total Outbound Shipments to Top Markets	% Moved In Top Markets
New York	7,686	2,372 1/	30.8
Newark	2,551	531 2/	20.8
Chicago	7,274	2,025 3/	27.8
Los Angeles	13,814	3,513 4/	25.4
San Francisco	7,265	1,588 5/	21.9
Total Top 5 Origin Points	38,590	10,030	25.9

1/ Top destination cities are ORD, LAX, SFO, DTW, DAL.
2/ Top destination cities are LAX, SFO, DTW, CLE, ORD.
3/ Top destination cities are LAX, SFO, NYC, EWR, BOS.
4/ Top destination cities are NYC, EWR, ORD, BOS, SFO.
5/ Top destination cities are NYC, EWR, ORD, BOS, LAX.

Source: Airborne Information Responses.

CAB Docket 22388

Exhibit No. AFFA-125
Page 1 of 1

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

A Large Percentage Of NOVO's Outbound Traffic Does Not Move In The Prime Markets

(February 1971)

Origin Points	Total Outbound Poundage	Total Outbound Poundage In Top Markets	% Moved In Top Markets
New York	192,717	68,433 1/	35.5
Newark	213,873	79,381 2/	37.1
Chicago	284,099	89,415 3/	31.5
Los Angeles	128,947	38,642 4/	29.9
San Francisco	94,985	29,310 5/	30.9
Total Top 5 Origin Points	914,621	305,181	33.4
% Not Moved In Prime Markets			66.6

1/ Top destination cities are ORD, LAX, SFO, DTW, DAL.
2/ Top destination cities are LAX, SFO, DTW, CLE, ORD.
3/ Top destination cities are LAX, SFO, NYC, EWR, BOS.
4/ Top destination cities are NYC, EWR, ORD, BOS, SFO.
5/ Top destination cities are NYC, EWR, ORD, BOS, LAX.

Source: NOVO Information Responses.

CAB Docket 22388

Exhibit No. AFFA-126
Page 1 of 1

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

A Large Percentage Of Shulman's Outbound Traffic Does Not Move In The Prime Markets

(February 1971)

Origin Point	Total Outbound Poundage	Total Outbound Poundage In Top Markets	% Moved In Top Markets
New York	3,064,502	1,392,497 1/	45.4
Newark	---	--- 2/	---
Chicago	437,233	133,253 3/	30.5
Los Angeles	731,769	479,953 4/	65.6
San Francisco	136,715	123,629 5/	90.4
Total Top 5 Origin Points	4,370,219	2,129,332	48.7
% Not Moved In The Prime Markets			51.3

1/ Top destination cities are ORD, LAX, SFO, DTW, DAL.
2/ Top destination cities are LAX, SFO, DTW, CLE, ORD.
3/ Top destination cities are LAX, SFO, NYC, EWR, BOS.
4/ Top destination cities are NYC, EWR, ORD, BOS, SFO.
5/ Top destination cities are NYC, EWR, ORD, BOS, LAX.

Source; Shulman Information Responses.

CAB Docket 22388

Exhibit No. AFFA-127
Page 1 of 1

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

A Large Percentage Of Profit By Air's Outbound Traffic Traffic Does Not Move In The Prime Markets

(February 1971)

Origin Points	Total Outbound Poundage	Total Outbound Poundage In Top Markets	% Moved In Top Markets
New York	284,199	115,862 1/	40.8
Newark	3,085	512 2/	16.6
Chicago	64,916	33,301 3/	51.3
Los Angeles	284,528	114,782 4/	40.3
San Francisco	38	--- 5/	---
Total Top 5 Origin Points	636,766	264,457	41.5
% Not Moved In The Prime Markets			58.5

1/ Top destination cities are ORD, LAX, SFO, DTW, DAL.
2/ Top destination cities are LAX, SFO, DTW, CLE, ORD.
3/ Top destination cities are LAX, SFO, NYC, EWR, BOS.
4/ Top destination cities are NYC, EWR, ORD, BOS, SFO.
5/ Top destination cities are NYC, EWR, ORD, BOS, LAX.

Source: Profit By Air Information Responses.

CAB Docket 22388

Exhibit No. AFFA-128
Page 1 of 1

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

A Large Percentage Of Air-Land's Outbound Traffic Does Not Move In The Prime Markets

(February 1971)

Origin Points	Total Outbound Poundage	Total Outbound Poundage In Top Markets	% Moved In Top Markets
New York	6,253	1,816 1/	29.0
Newark	33,247	9,953 2/	29.9
Chicago	43,225	20,517 3/	47.5
Los Angeles	71,972	27,856 4/	38.7
San Francisco	45,071	45,071 5/	100.0
Total Top 5 Origin Points	199,768	105,213	52.7
% Not Moved In Prime Markets			47.3

1/ Top destination cities are ORD, LAX, SFO, DTW, DAL.
2/ Top destination cities are LAX, SFO, DTW, CLE, ORD.
3/ Top destination cities are LAX, SFO, NYC, EWR, BOS.
4/ Top destination cities are NYC, EWR, ORD, BOS, SFO.
5/ Top destination cities are NYC, EWR, ORD, BOS, LAX.

Source: Air-Land Information Responses.

CAB Docket 22388

Exhibit No. AFFA-129
Page 1 of 1

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

A Large Percentage Of Emery's Outbound Traffic Does Not Move In The Prime Markets

(February 1971)

Origin Points	Total Outbound Poundage	Total Outbound Poundage In Top Markets	% Moved In Top Markets
New York	578,558	309,299 1/	53.5
Newark	431,564	224,260 2/	60.0
Chicago	801,907	309,332 3/	38.6
Los Angeles	281,085	168,431 4/	59.9
San Francisco	77,950	77,950 5/	100.0
Total Top 5 Origin Points	2,171,064	1,089,272	50.2
% Not Moved In The Prime Markets			49.8

1/ Top destination cities are ORD, LAX, SFO, DTW, DAL.
2/ Top destination cities are LAX, SFO, DTW, CLE, ORD.
3/ Top destination cities are LAX, SFO, NYC, EWR, BOS.
4/ Top destination cities are NYC, EWR, ORD, BOS, SFO.
5/ Top destination cities are NYC, EWR, ORD, BOS, LAX.

Source: Emery Information Responses.

CAB Docket 22388

Exhibit No. AFFA-312

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

COMPARISON OF REA AND AIR FORWARDER TRENDS

	Domestic Air Forwarders	% Change	REA	% Change
Total Revenues $(000) [1]				
1967	169,027	18.7	50,456 [2]	-
1968	214,917	27.1	53,675	6.3
1969	282,809	31.6	59,935	11.6
1970	349,422	22.4	60,712	1.3
Total Shipments (000)				
1967	12,092	15.2	9,274	-
1968	15,347	26.9	9,646	4.0
1969	15,077	(1.8)	9,896	2.6
1970	15,080	0	8,857	(10.5)
Total Payments To Airlines $(000)				
1967	81,566	-	36,064	-
1968	102,355	12.5	38,514	6.8
1969	135,711	13.3	38,556	0.1
1970	166,219 [3]	22.5	40,648	5.4

1/ Includes revenues from pick-up and delivery and accessorial services

2/ Air Express revenue less payments to airlines

3/ Estimate based on leading 50 air freight forwarders

Source: REA-REB-2126, REA-IR-103, REA-D-412 and 413 (2nd revised) Docket 22387 and CAB Forms 244

CAB Docket 22388

Exhibit No. AFFA-403
Page 1 of 6

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

EXAMPLES OF REA'S COMPETITIVE ADVANTAGE OVER AIR FREIGHT FORWARDERS UNDER THE INTERIM TARIFF

(Secondary Markets Served By Both Trunks And Locals)

TO NEW YORK FROM:	(Miles)	Airline Charge To Indirect Air Carriers By Shipment Weight					
		5 lbs.	25 lbs.	50 lbs.	75 lbs.	100 lbs.	150 lbs.
Columbus, Ohio	(478)						
Forwarder Pays 1/		$10.00	$10.00	$10.00	$10.00	$10.00	$13.05
REA Pays		2.40	2.40	3.60	5.40	7.20	10.80
% Fwd. Exceeds REA		316.6%	316.6%	177.8%	85.2%	38.9%	20.8%
No. of Fwd. Shipments Necessary to obtain same rate per shipment as REA		4.2	4.2	2.8	1.8	1.4	1.2
Pittsburgh	(335)						
Forwarder Pays 2/		10.00	10.00	10.00	10.00	10.00	11.32
REA Pays		2.40	2.40	2.80	4.20	5.60	8.40
% Fwd. Exceeds REA		316.6%	316.6%	257.1%	138.1%	78.6%	34.8%
No. of Fwd. Shipments Necessary to obtain same rate per shipment as REA		4.2	4.2	3.6	2.4	1.8	1.3
Madison, Wisc.	(812)						
Forwarder Pays 3/		10.00	10.00	10.00	12.75	13.40	20.10
REA Pays		2.40	3.50	7.00	10.50	14.00	21.00
% Fwd. Exceeds REA		316.6%	185.7%	42.8%	21.4%	(4.3)%	(4.3)%
No. of Fwd. Shipments Necessary to obtain same rate per shipment as REA		4.2	2.9	1.4	1.2	-	-

1/ Rates via AA and TW

2/ Rates via UA and AA

3/ Rates via NW

Source: Airline Freight Tariff CAB No. 8 and REA Interim Tariff.

CAB Docket 22388

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

EXAMPLES OF REA'S COMPETITIVE ADVANTAGE OVER AIR FREIGHT FORWARDERS UNDER THE SUSPENDED TARIFF

(Secondary Markets Served By Both Trunks and Locals)

TO NEW YORK (Miles) / FROM:	Airline Charge To Indirect Air Carriers By Shipment Weight					
	5 lbs.	25 lbs.	50 lbs.	75 lbs.	100 lbs.	150 lbs.
Columbus, Ohio (478)						
Forwarder pays 1/	$10.00	$10.00	$10.00	$10.00	$10.00	$13.05
REA pays	2.50	2.50	3.80	5.70	7.60	11.40
% Fwd. exceeds REA	300.0%	300.0%	163.2%	75.4%	31.6%	14.5%
No. of Fwd. Shipments Necessary to obtain same rate per shipment as REA	4.0	4.0	2.6	1.7	1.3	1.1
Pittsburgh (335)						
Forwarder pays 2/	10.00	10.00	10.00	10.00	10.00	11.32
REA pays	2.50	2.50	2.93	4.39	5.85	8.77
% Fwd. exceeds REA	300.0%	300.0%	241.3%	127.8%	70.9%	29.1%
No. of Fwd. Shipments Necessary to obtain same rate per shipment as REA	4.0	4.0	3.4	2.3	1.7	1.3
Madison, Wisc. (812)						
Forwarder pays 3/	10.00	10.00	10.00	12.75	13.40	20.10
REA pays	2.50	3.70	7.40	10.86	13.32	19.98
% Fwd. exceeds REA	300.0%	170.3%	35.1%	17.4%	0.6%	0.6%
No. of Fwd. Shipments Necessary to obtain same rate per shipment as REA	4.0	2.7	1.4	1.2	1.01	1.01

1/ Rates via AA and TW

2/ Rates via UA and AA

3/ Rates via NW

Source: Airline Freight Tariff CAB No. 8 and REA Suspended Tariff.

CAB Docket 22388

Exhibit No. AFFA-403
Page 3 of 6

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

EXAMPLES OF REA'S COMPETITIVE ADVANTAGE OVER AIR FREIGHT FORWARDERS UNDER THE INTERIM TARIFF

(Secondary Markets Provided Direct Trunkline Air Service)

FROM NEW YORK TO:	(Miles)	Airline Charge To Indirect Air Carriers By Shipment Weight					
		5 lbs.	25 lbs.	50 lbs.	75 lbs.	100 lbs.	150 lbs.
Phoenix	(2,153)						
Forwarder pays 1/		$19.50	$19.50	$19.50	$26.05	$26.05	$39.06
REA pays		2.40	8.15	14.45	20.02	26.46	39.69
% Fwd. exceeds REA		712.5%	139.3%	34.6%	30.1%	(1.5)%	(1.5)%
No. of Fwd. Shipments Necessary to obtain same rate per shipment as REA		8.1	2.4	1.3	1.3	-	-
Jacksonville, Fla.	(829)						
Forwarder pays 2/		10.00	10.00	10.00	12.75	13.40	20.10
REA pays		2.40	3.50	7.00	10.50	14.00	21.00
% Fwd. exceeds REA		316.7%	185.7%	42.9%	21.4%	(4.3)%	(4.3)%
No. of Fwd. Shipments Necessary to obtain same rate per shipment as REA		4.2	2.9	1.4	1.2	-	-
Des Moines	(1,038)						
Forwarder pays 3/		10.00	10.00	10.00	15.00	16.15	24.22
Rea pays		2.40	4.25	8.50	12.60	17.00	25.50
% Fwd. exceeds REA		316.7%	135.3%	17.6%	19.0%	(5.0)%	(5.0)%
No. of Fwd. Shipments Necessary to obtain same rate per shipment as REA		4.2	2.4	1.2	1.2	-	-

1/ AA westbound rate

2/ EA and NA southbound rate

3/ UA westbound rate

Source: Airline Freight Tariff CAB No. 8 and REA Interim Tariff.

CAB Docket 22388

Exhibit No. AFFA-403
Page 4 of 6

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

EXAMPLES OF REA'S COMPETITIVE ADVANTAGE OVER
AIR FREIGHT FORWARDERS UNDER THE SUSPENDED TARIFF

(Secondary Markets Provided Direct Trunkline Air Service)

FROM NEW YORK TO:	(Miles)	Airline Charge To Indirect Air Carriers By Shipment Weight 5 lbs.	25 lbs.	50 lbs.	75 lbs.	100 lbs.	150 lbs.
Phoenix	153)						
Forwarder pays 1/		$19.50	$19.50	$19.50	$26.05	$26.05	$39.06
REA pays		2.50	8.66	15.33	21.20	27.30	40.95
% Fwd. exceeds REA		680.0%	125.2%	27.2%	22.9%	(4.6)%	(4.6)%
No. of Fwd. shipments Necessary to obtain same rate per shipment as REA		7.8	2.3	1.3	1.2	-	-
Jacksonville, Fla.	(829)						
Forwarder pays 2/		10.00	10.00	10.00	12.75	13.40	20.10
REA pays		2.50	3.70	7.40	10.86	13.32	19.98
% Fwd. exceeds REA		300.0%	170.3%	35.1%	17.4%	1.01%	1.01%
No. of Fwd. Shipments Necessary to obtain same rate per shipment as REA		4.0	2.7	1.4	1.2	1.0	1.0
Des Moines	(1,038)						
Forwarder pays 3/		10.00	10.00	10.00	15.00	16.15	24.22
REA pays		2.50	4.50	9.00	13.20	16.45	24.68
% Fwd. exceeds REA		300.0%	122.2%	11.1%	13.6%	(1.8)%	(1.9)%
No. of Fwd. Shipments Necessary to obtain same rate per shipment as REA		4.0	2.2	1.1	1.1	-	-

1/ AA westbound rate

2/ EA and NA southbound rates

3/ UA westbound rate

Source: Airline Freight Tariff CAB No. 8 and REA Suspended Tariff.

CAB Docket 22388

Exhibit No. AFFA-403
Page 5 of 6

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

EXAMPLES OF REA'S COMPETITIVE ADVANTAGE OVER AIR FREIGHT FORWARDERS UNDER THE INTERIM TARIFF

(Secondary Markets Provided Two Carrier Service Under Joint Rate)

FROM NEW YORK		Airline Charge To Indirect Air Carriers By Shipment Weight					
TO:	(Miles)	5 lbs.	25 lbs.	50 lbs.	75 lbs.	100 lbs.	150 lbs.
Phoenix	(2,153)						
Forwarder pays 1/		$10.00	$10.00	$18.00	$24.55	$24.55	$36.82
REA pays		2.40	8.15	14.49	20.02	26.46	39.69
% Fwd. exceeds REA		316.7%	22.7%	24.2%	22.6%	(7.2)%	(7.2)%
No. of Fwd. Shipments Necessary to obtain same rate per shipment as REA		4.2	1.2	1.2	1.2	-	-
San Diego	(2,446)						
Forwarder pays 2/		12.00	12.00	20.00	28.35	28.35	42.52
REA pays		2.40	9.00	15.78	22.14	28.80	43.20
% Fwd. exceeds REA		400.0%	33.3%	26.7%	28.0%	(1.6)%	(1.6)%
No. of Fwd. Shipments Necessary to obtain same rate per shipment as REA		5.0	1.3	1.3	1.3	-	-
Des Moines	(1,038)						
Forwarder pays 3/		10.00	10.00	10.00	14.25	15.20	22.80
REA pays		2.40	4.25	8.50	12.60	17.00	25.50
% Fwd. exceeds REA		316.7%	135.3%	17.6%	13.1%	(10.6)%	(1.3)%
No. of Fwd. Shipments Necessary to obtain same rate per shipment as REA		4.2	2.4	1.2	1.1	-	-

1/ Westbound rate FT CHI CO

2/ Westbound rates FT/TW LAX WA

3/ Westbound rates EA STL BN or FT CHI BN

Source: Airline Freight Tariff CAB No. 8 and REA Interim Tariff.

CAB Docket 22388

Exhibit No. AFFA-403
Page 6 of 6

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

EXAMPLES OF REA'S COMPETITIVE ADVANTAGE OVER AIR FREIGHT FORWARDERS UNDER THE SUSPENDED TARIFF

(Secondary Markets Provided Two Carrier Service Under Joint Rates)

FROM NEW YORK TO:	(Miles)	Airline Charge To Indirect Air Carriers By Shipment Weight 5 lbs.	25 lbs.	50 lbs.	75 lbs.	100 lbs.	150 lbs.
Phoenix	(2,153)						
Forwarder pays 1/		$10.00	$10.00	$18.00	$24.55	$24.55	$36.82
REA pays		2.50	8.66	15.33	21.20	27.30	40.95
% Fwd. exceeds REA		300.0%	15.5%	17.4%	15.8%	(10.1)%	(10.1)%
No. of Fwd. Shipments Necessary to obtain same rate per shipment as REA		4.0	1.2	1.2	1.2	-	-
San Diego	(2,446)						
Forwarder pays 2/		12.00	12.00	20.00	28.35	28.35	42.52
REA pays		2.50	9.60	16.74	23.49	31.20	46.80
% Fwd. exceeds REA		380.0%	25.0%	19.5%	20.7%	(9.1)%	(9.1)%
No. of Fwd. Shipments Necessary to obtain same rate per shipment as REA		4.8	1.3	1.2	1.2	-	-
Des Moines	(1,038)						
Forwarder pays 3/		10.00	10.00	10.00	14.25	15.20	22.80
REA pays		2.50	4.50	9.00	13.20	16.45	24.68
% Fwd. exceeds REA		300.0%	122.2%	11.1%	7.9%	(7.6)%	(7.6)%
No. of Fwd. Shipments Necessary to obtain same rate per shipment as REA		4.0	2.2	1.1	1.1	-	-

1/ Westbound rate FT CHI CO

2/ Westbound rates FT/TW LAX WA

3/ Westbound rates EA STL BN or FT CHI BN

Source: Airline Freight Tariff CAB No. 8 and REA Suspended Tariff.

CAB Docket 22388 Exhibit No. AFFA-408

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

COMPARISON OF THE PERCENTAGE OF REA AND AIR FORWARDER GROSS REVENUES PAID TO THE AIRLINES

	Air Forwarder (Domestic)	REA
1967	48.3%	41.7%
1968	47.6%	41.8%
1969	48.0%	39.1%
1970	47.6%	40.1%

Source: CAB Forms 244 and REA-IR-103, REA-D-412 and 413 (Second Revised), Docket 22387

CAB Docket 22388

Exhibit No. AFFA-700
Page 1 of 2

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

ANALYSIS OF AIR EXPRESS, AIR FORWARDER AND AIRLINE RATES

The 700 series of exhibits reviews the extent of rate competition between REA and the air forwarders and the relationships between air express rates and airline minimum charges.

AFFA exhibits 701 through 704 show the extent to which the REA tariffs undercut the door-to-door rates of Airborne, Emery, Wings And Wheels and Novo Air Freight. These exhibits illustrate the scope of rate competition between "air express" and air forwarder services.

Prior to the introduction of the interim and suspended tariff concepts, REA undercut virtually all the air forwarders except UPS for shipments weighing up to fifty pounds, and in some markets up to seventy pounds. In short haul markets (under 250 miles) REA undercut the forwarders at all weight breaks. Thus for the traffic categories which REA and the airlines choose to offer low rates, the "air express" service has been, and still is, the least expensive air service for the shipper to use. "Air express" rates are less than air freight rates despite the fact that "air express" (1) has priority over air freight, (2) is not containerized or consolidated for movement in large lots (3) must be picked-up by the airlines from REA while air freight handled by air forwarders is tendered directly to the airlines, and (4) at many stations the airlines perform practically all services in connection with "air express" shipments.

Under the interim and suspended tariff concepts, REA and the airlines have proposed to extend the degree of "air express" undercutting of air forwarder rates beyond the present pattern. Under the interim tariff the rate cutting has been selectively patterned by weight breaks and length of haul rather than established as an "across-the-board" adjustment. Rate cutting under the suspended tariff even is broader in scope than under the interim tariff. For example, the suspended tariff would undercut nearly all of Airborne's rates by at least $2.00. For shipments weighing 200 pounds or more, REA proposes to undercut Airborne by at least $5.00 per shipment. For further examples of new undercutting proposed by REA see Airborne AFFA-401, Emery AFFA-402, and Wings AFFA-404 p. 2.

CAB Docket 22388

Exhibit No. AFFA-700
Page 2 of 2

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

Exhibits 705 through 711 compare air express, air forwarder and airline charges in selected major markets for 5 pound, 10 pound, 25 pound, 50 pound, 100 pound, 200 pound and 300 pound shipments, respectively. These exhibits illustrate the fact that for shipments weighing 50 pounds or less the airlines charge less for air express than for air freight, that is, less than the forwarder pays.

CAB Docket 22388

Exhibit No. AFFA-900
Page 1 of 2

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

FORECAST OF POTENTIAL NEW AIR TRAFFIC IF THE AIR FORWARDING INDUSTRY IMPLEMENTS THE AFFA PROPOSED "HIGH EXPEDITE" AIR SERVICE

Exhibit AFFA-IR-16 outlines in detail the proposal of the Air Freight Forwarders Association of America wherein the air forwarding industry could provide the public with a special high expedited premium rated "next flight out" service. In summary, AFFA's proposal is as follows (1) the air forwarders would provide all the ground services, including delivery of traffic to plane-side, necessary to insure a "high expedite" air service from the door of the shipper to the door of the consignee, (2) the air forwarders would relieve the airlines of much of the cost burdens implicit in the REA airline concept, i.e. the use of "runners" to collect traffic from REA, the duplicate billing and documentation functions performed by REA and the airlines and the requirement that the airlines themselves provide some or all of the ground services at secondary and tertiary markets. The air forwarder would hold out the "high expedite" air service under its own tariffs. The shipping public could utilize this service by anyone authorized to offer it or by the airlines. The airlines would provide special "high expedite, next flight out" airport-to-airport rates on daytime combination equipment and in all-cargo equipment bellies. These rates should be fully compensatory to the airlines and the airlines would not be required to provide ground service in connection with the tariff. If the shipper did not desire door-to-door service or wished to obtain the advantages of a lower rate, he could tender his "high expedite" package directly to the airline at the departure gate.

Exhibit AFFA-901 forecasts the effect of AFFA's proposal on the air freight forwarding industry. Under AFFA's proposal, the air freight forwarders could begin broad scale selling of the newly proposed air service on an economically feasible basis. This assumes the airlines establish joint through rates for this service at a marketable level. The establishment of joint through rates would stimulate the development of traffic not otherwise available to the air freight forwarders and the airlines. The AFFA proposal removes the existing barriers to

expansion of services by air forwarders into all secondary and tertiary markets. Thus under the AFFA proposal the presently stymied growth rate of air forwarder shipments (see AFFA-901) would be replaced by the normal growth pattern present in the industry during the 1961-1968 period. AFFA projects that removal of the economic constraints on air forwarder activity in secondary markets through this service would have produced growth rates in 1969 and 1970 at least similar to the average annual growth rate achieved between 1961 and 1968. Under these circumstances, the air freight forwarding industry could have produced for the airlines an additional 11.6 million shipments during 1969 and 1970. Most of the new traffic would be produced in secondary and tertiary markets where the present economics of consolidation and the underlying carrier rate structure deter current development. Nearly all of this traffic could be diverted from long-haul motor carriers and surface express. On the assumption that REA would remain service and rate competitive with the air forwarders, AFFA believes REA would retain its share of the small shipment "air express" market. In fact, REA's growth is likely to be stimulated in secondary markets if the air forwarders are permitted to initiate effective competition for the first time. Under these conditions, the scope of the "high expedite" market would broaden considerably.

CAB Docket 22388 Exhibit No. AFFA-R-1

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

REA'S SURFACE FACILITIES AND AGENTS CONTRIBUTE PRACTICALLY NOTHING TO THE DEVELOPMENT OF AIR TRAFFIC

(Rebuttal To REA-329)

Item No.	Type of REA "Office"	Number Of Offices	1969 Tonnage Originated	Mode of Operation
1	"Exclusive" REA Airport Terminals	37	164,487	REA uses separate pick-up and delivery vehicles for air service and operates airport terminals.
2	Airports where REA maintains personnel but no separate terminals	38	16,012	REA uses airline office space at the airports served and relies on pick-up and delivery "tripper" runs from surface terminals
3	Surface off-airport offices manned by salaried REA Personnel	575	1/	REA's surface facility accepts and delivers air express in conjunction with normal surface pick-up and delivery operations. "Tripper runs are made to nearest airport.
4.	Surface off-airport REA Agents	2,695	1/	REA's commission agents sell air express but generally provide no pick-up and delivery
5	Total "Offices"	3,345	202,821	
6	Total "Offices devoted to air service (Items 1 and 2)	75	180,499	
7.	Total surface "Offices"	3,270	22,322 2/	
8	% airport offices to total business operation (Item 6 ÷ Item 5)	2.2%	89.0%	

1/ Cannot be determined from available data.

2/ Average daily poundage at surface "Offices" (365 days) is 37 pounds.

Source: REA-202 and AFFA-203

CAB Docket 22388 Exhibit No. AFFA-R-2

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

AIR FORWARDERS GENERATE ALMOST AS MUCH TRAFFIC IN SECONDARY AND TERTIARY MARKETS AS REA GENERATES WITH ITS OFF-AIRPORT SURFACE STATIONS AND AGENTS

(Rebuttal To REA-327)

	Calendar Year 1969	
	REA	Air Forwarders
Indirect Air Carrier Traffic Generated At Airport Offices Manned By Company Personnel	180,499	472,314
Indirect Air Carrier Traffic Generated By Off-Airport Stations And Agents	22,322	20,462
Total Traffic	202,821	492,776
% Of Total Tonnage Generated At Airport Offices Manned By Company Personnel	89%	96%

Note: The reason REA appears to be less concentrated at the prime stations is that REA generates less traffic than the forwarders at prime stations. Additionally, a large part of air forwarder hinterland traffic is reported as originating at the major hubs.

Source: AFFA-103 and 203

CAB Docket 22388 1260(a) Exhibit No. AFFA-R-4

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

60% OF REA'S HINTERLAND AGENTS GENERATE NO AIR EXPRESS TRAFFIC

(Rebuttal To REA-212)

Item No.		
1.	Total REA "offices" (agents) excluding branch package agents as per REA-202	2,058
2.	Total "offices" (agents) allegedly excluding branch package agents shown in REA-212	1,866
3.	Total "offices" (agents) omitted from REA's analysis of stations allegedly excluding branch package agents in exhibit REA-212	192
4.	Total "offices"(agents) reporting no air express originations as per REA-212	1,062
	Total adjusted offices reporting no air express	1,254
5.	"Offices" reporting no air express originations as a % of total "offices" excluding branch package agents (item 4 as a % of Item 1)	60%

Source: REA-202 and 212.

CAB Docket 22388 Exhibit No. AFFA-R-5

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

ONLY A SMALL PROPORTION OF REA'S AGENTS DEVOTE THEIR TIME EXCLUSIVELY TO DEVELOPING TRAFFIC

(Rebuttal To REA-202)

Type of REA Agent	Number Of Agents	% Of Total
"Exclusive" agents	117	4.3
Railway Employees	763	28.3
Merchant agents (local businessmen)	528	19.6
Branch package agents (local businessmen)	1,287	47.8
Total	2,695	100.0

Source: REA-103 Page 3, and REA-202

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

REA INACCURATELY SUGGESTS THAT AIR FORWARDERS DO NOT SERVE MANY AIRPORT CITIES WHERE REA MAINTAINS SURFACE OFFICES

(Rebuttal To REA-328)

Item No.		
1.	Airport Cities where REA maintains "salaried" surface offices "but air freight forwarders do not"	283
2.	Airport cities named in item 1 above that are included in air forwarder tariffs and are provided single carrier through airwaybill air forwarder service	254
3	Remaining Airport Cities that air forwarders serve by connecting truck service from another airport city	29

Source: REA-329 and Emery tariff CAB No. 53, Airborne Tariff CAB No. 71, Shulman Tariff CAB No. 40 and WTC Tariff CAB No. 8

CAB Docket 22388 Exhibit No. AFFA-R-10

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

THE REA-AIRLINE MONOPOLY CONCEPT IS NOT DEVELOPING THE HINTERLAND TRAFFIC POTENTIAL

(Rebuttal to REA -205 and 206)

City Population Size	REA "Offices" That Actually Originated Traffic	Average Daily Shipments	Average Daily Revenue ($)
25,000 - 50,000	127	6.9	151
10,000 - 25,000	204	1.9	24
5,000 - 10,000	129	.8	12
2,500 - 5,000	54	.5	9
1000 - 2,500	39	.4	4

Source: REA-204,205, 212

CAB Docket 22388 Exhibit No. AFFA-R-11

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

TWENTY PERCENT OF REA'S "OFFICES" GENERATE OVER 96% OF THE OUTBOUND AIR EXPRESS BUSINESS AND RECEIVE 95% OF THE INBOUND AIR EXPRESS BUSINESS

(Rebuttal To REA-205 And 212)

Population Of Cities Where REA Has "Offices"	REA May 1971 Survey (Excluding Branch Package Agencies) REA "Offices"	Originating Revenue $(000)	Terminating Revenue $(000)
25000 and Over	375	6,804	6,279
Under 25,000	1,491	265	356
Total	1,866	7,069	6,635
% 25,000 and Over to Total	20%	96.2%	94.6%

Note: REA counts commission agents as "offices". REA's "office" figure allegedly excludes branch package agents. However, REA-202 purportedly shows that REA has 2058 "offices" excluding branch package agents. REA's May 1971 survey therefore does not cover all "offices" reportedly covered or the "offices" shown in REA-202 are incorrect.

Source: REA-205 and 212

CAB Docket 22388 Exhibit No. AFFA-R-13

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

REA IS GAINING LESS TRAFFIC IN SECONDARY AND TERTIARY MARKETS THAN IN ITS PRIME MARKETS

(Rebuttal To REA-T-9)

REA "Exclusive" Air Stations (REA's Prime Markets)	Calendar 1968	Year Ended June 1970	% Increase
Chicago	30,704	32,544	
New York/Newark	16,621	16,409	
Detroit	13,215	10,966	
Los Angeles	6,307	7,020	
Minneapolis	4,371	4,811	
Philadelphia	4,420	4,509	
Atlanta	12,295	12,596	
Cleveland	6,497	6,916	
Dallas	6,331	6,694	
Boston	5,052	4,926	
San Francisco	4,510	4,480	
Denver	2,128	3,052	
Miami	2,316	2,170	
Kansas City	3,613	4,011	
Indianapolis	2,853	2,946	
St. Louis	4,073	5,268	
Cincinnati	3,326	2,804	
Washington D. C.	6,161	5,762	
Milwaukee	2,239	2,334	
Buffalo	2,397	2,483	
Houston	1,568	1,836	
Pittsburgh	4,717	5,515	
Phoenix	612	759	
Baltimore	1,860	1,698	
Hartford	1,635	1,354	
Columbus Ohio	1,676	1,704	
Memphis	2,662	2,803	
Louisville	1,719	1,786	
Seattle/PDX	930	1,966	
Nashville	1,173	1,098	
New Orleans	1,473	1,623	
Charlotte	936	905	
Jacksonville	524	564	
Dayton	2,263	1,552	
Total Top 35 cities	163,167	167,846	2.9%
Total All Cities	201,489	206,325	2.4%
% Top 35 to total	80.9%	81.4%	

Source: CAB Airport activity statistics

CAB Docket 22388 Exhibit No. AFFA-R-15

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

IN THE SECONDARY MARKETS, REA HAS VIRTUALLY ABANDONED THE "NEXT FLIGHT OUT" CONCEPT AND EXERCIZES CONSIDERABLE DESCRETION WITH RESPECT TO HOLDING TRAFFIC AT SURFACE STATIONS UNTIL VOLUME JUSTIFIES A "TRIPPER" RUN TO THE AIRPORT

(Rebuttal To REA-201)

"After the truck arrives at the combination office serving the originating airport, the Air Express shipments are unloaded before the surface shipments, taken to an "air door" (a collection area for Air Express shipments picked up by all the various trucks from that office), loaded into a "tripper" truck, and taken to the airport. These "trippers" run at scheduled intervals when the volume of Air Express traffic is sufficient to justify scheduling; in smaller communities they are dispatched to the airport as volume of shipments and the airlines' schedule indicate is the most efficient and expeditios". [Emphasis supplied]

Source: REA-201 Page 3

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

REA'S WORKING CAPITAL DEFICIENCY HAS REACHED CRISIS PROPORATIONS

(Rebuttal To REA-T-9 Page 14)

	$(000)
REA Working Capital Deficiency At The Beginning Of 1971 (See AFFA-R-21)	19,266
Net After Tax Operating Loss 26 Weeks Ended June 27, 1971 (Net Negative Cash Flow)	8,825
Estimated Current Working Capital Deficiency	28,091

Source: Exhibit B, REA Special Tariff Filing Permission Application No. 18, Dated August 24, 1971 and REA-104

CAB Docket 22388

Exhibit No. AFFA-R-21

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

REA'S FINANCIAL CONDITION SHOULD DISQUALIFY IT FOR AIR FORWARDER AUTHORITY OR ANY OTHER AIR SERVICE

(Rebuttal To REA-104)

	REA Express, Inc. Balance Sheet December 31, 1970 $(000)
Current Accounts:	
Total Current Assets	33,653
Total Current Liabilities	46,426
% Current Liabilities Exceed Current Assets	38%
Current Ratio 1/	72.4
Cash and Receivables Versus Liabilities Due In One Year	
Cash And Receivables	30,251
Current Liabilities And Long Term Debt Due In One Year	49,517
Working Capital Deficiency At Beginning Of 1971	19,266
% Liabilities Due Within One Year Exceed Cash And Receivables	64%

1/ Ratio of current assets to current liabilities

Source: REA-104

AI FREIGHT FORWARDERS ASSOCIATION OF AMERICA

* * *

and that only a single carrier can provide a viable expedited service. The airlines contend that REA is basically only a ground agent and that should REA, for one reason or another go defunct, the airlines themselves would re-enter the small package business by utilizing their wholly owned ground agent Air Cargo, Inc. Both the airlines and REA argue that the joint through rate tariff under which the so-called "air express" service is operated is indespensible to themselves and the shipping public.

THE NATURE OF AIR EXPRESS SERVICE

In order to place the role of REA in air transportation in proper prospective, REA's functions must be analyzed factually. REA and the airlines jointly sell an incomplete joint air-truck service. REA picks-up and delivers only 58% of the traffic it handles (AFFA-225). Much of the traffic is tendered directly to the airlines or to REA at the airport. The airlines move the traffic almost exclusively in combination aircraft between most airport cities (AFFA-510). REA by its own choice is tied to a precise operational agreement with the airlines. Therefore it is unable to act independently with respect to transportation decisions that are exclusively in the shippers best interest.

REA does not consolidate or containerize traffic. It merely sorts the traffic, lables it and tenders it to the airlines according to a predetermined pro rata distribution formula that insures maximum participation of all carriers that are able to serve the markets in which the traffic moves. REA does not perform a routing function in the true sense of term because REA is not acting on the shippers behalf. Instead, REA acts under the predetermined routing instructions of the airlines. If REA acted on behalf of the shipper, REA could, for example, route a shipment from a small hinterland point partially by truck to a hub city where faster air service was available. But since REA is the agent of the carrier, the shipment must go to the nearest airport for "next

flight out" movement regardless of the utility of the schedules operated, connection problems or delays, or the reliability of the ground handling services available.

The service ramifications of REA's inability to function as an indirect air carrier manifests itself most noticeably in the service opportunities made available to shippers in tertiary markets. For example, the best elapsed time that the so-called "air express" service can provide in such markets is often three day service (AFFA-R-16).

A good example of the service problems faced by some shippers using "air express" and air freight is found at the city of Vero Beach Florida. Eastern provides two flights a day at Vero Beach. One leaves at 3:00 PM for Tampa and the other leaves at 5:21 PM for Miami. REA serves Vero Beach through an office at Fort Pierce, Florida, about twenty miles away. REA's surface pick-up and delivery truck sweeps the entire Fort Pierce-Vero Beach area during the day.

There is no special high expedited pick-up for "air express". "Air express" is simply loaded on the same truck as surface express. After the REA pick-up vehicle completes its sweep of the area it returns to the terminal at Fort Pierce. By that time it is too late in the day to sort the traffic and get it back to the Vero Beach airport in time to make the 3 PM flight to Tampa. As a result, the "air express" cannot leave Vero Beach for northbound points until 3 PM the next day. Once it gets to Tampa, the shipment must then wait all night before it can be loaded on most northbound flights from Tampa. Thus, an elapsed time of almost two days expires before the shipment can make a northbound connecting flight.

Air freight forwarders serve Vero Beach in an entirely different fashion. An exclusive air freight pick-up and delivery agent picks-up air freight every day at Vero Beach and delivers it to the air forwarder terminal in Miami before

six in the morning the next day. This enables the forwarder to have the shipment on the first morning flights out of Miami - a full day ahead of the express shipment. Under these circumstances, the terms "next flight out" and "air express" at a point like Vero Beach become meaningless.

Under the REA airline concept, the shipper is dealing with a "captive" agent of the airlines. REA must act in the best interest of the airlines insofar as determination of routings is concerned. Under this operational concept, the agent, namely REA, is unable to tailor services to the specialized needs of the shipper as the forwarder is required to do to sell his service. Instead, the service is standardized throughout the country as to rates and operational procedures without regard to variations in the need for service. The airlines even control the degree to which REA is allowed to compete with other modes of transportation and airline minimum shipments, because the airlines control the tariff used for the service. The shipper, whether round or square, must fit into the airline created "air express" mold or be ignored. These facts have contributed significantly to the ability of air forwarders to develop their own high expedite service.

Under the airline-REA concept, the "air express" tariff substantially undercuts the airline minimum air freight charge up to 50 or 100 pounds. Above these minimums, the airlines have traditionally made sure that their own air freight service was fully rate competitive with "air express". The rate "dividing line" between the two services has not been explained or rationalized by REA or the airlines in their exhibits. Nevertheless, the rate "dividing line" between "air express" and air freight presupposes that air freight shippers above 50 or 100 pounds never want "priority" or "next flight out" service, or if they do they are unwilling to pay more than the airline minimum rate for it. On the other side of the rate "dividing line" (below 50 pounds) the REA-Airline "air express" tariff concept is equally illogical. It presupposes, the shipper should pay less than the minimum rate but at the same

time get "priority" and "next flight out" high expedited service that the higher priced service allegedly does not receive. In short, the air express tariff is used to differentiate between "air express" and air freight even when the service performed may be identical in terms of elapsed time. Notwithstanding, the rate differences between air express and the airline air freight service, a high proportion of airline freight traffic is made up of minimum shipments. The bulk of the minimum shipment volume carried by the airlines has an average shipment weight at, or near, REA's (AFFA-R-12). In this respect, therefore, the airlines have established a duel rate system through which they directly compete with REA.

A truly "high expedite" service naturally requires premium rates that reflect the greater unit costs of handling small individual shipments on a piece-meal basis. The airlines themselves have reentered this field by filing their own small package airport to airport tariff at rate levels much higher than "air express". Under the new airline package tariff the shipper provides his own pick-up and delivery!

Air forwarders also offer special "high expedite" signature service where the shipment is rushed to the next flight without being consolidated for the night freighter service. It must be recognized, however, that the "high expedite" concept has only a limited potential in air transportation because normal air freight service virtually guarantees most shippers same day, next day, or second day delivery with predictable regularity. REA seems to recognize this when it keeps insisting that it must become an air forwarder. Indeed, in my opinion the declining use of "air express" testifies eloquently to the obsolescence of the "next flight out" concept in todays modern competitive environment of efficient containerized freight handling.

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

AIRLINE MOTIVATION TO RETAIN THE STATUS QUO

The airlines apparently seek to sustain the old REA-airline "monopoly" concept to keep the forwarder industry from becoming the predominant factor in the small package market. To achieve this objective "air express" has been made a cut-rate daytime belly service that contravenes the premium rated "high expedite" concept allegedly held out. Indeed, the airlines readily admit that "air express" is grossly underpriced to the extent that they claim an annual loss of $25 million on the service (PC-113 Docket 22387). The relevant question under these circumstances is, thereofre, should a truly "high expedite" service be introduced in lieu of REA that is designed to move any size shipment any time of the night or day on the next flight out at fully compensatory rates, or should the present arrangement between REA and the airlines be allowed to continue.

Resolution of the licensing problem is made more complex by the fact that the airline-REA agreement has been used as a means to induce hinterland freight traffic to move totally by air. The present REA-airline concept requires a series of interlines at hub airports and local airport cities which requires double or triple handlings by REA and airline personnel at each of the transfer points. Such an artificial and rigid service concept elevates "all-air" service to a role which it cannot in many cases fullfill, where, as the result of airline schedules, "air express" turns out to be less expeditious than joint-air truck service. To make matters worse, REA and the airlines have attempted to mask these shortcomings of "air express" by a tariff based purely on distance with no regard for the difficulty of handling, the number of interlines, the number of carriers involved, or the variances in revenue produced by various types of stations. In contrast, air freight which involves no greater operational difficulties is penalized with high minimums and in many cases double minimums.

AIR FREIGHT FORWARDERS ASSOCIATION OF AMERICA

The airlines, as a group, have up until recently consistantly avoided individual carrier involvement in "door-to-door" cargo service and pick-up and delivery. The "single operational entity" concept that is inherent in Air Cargo, Inc. and REA operations has manifested itself over and over again in the airline approach to serving air cargo shippers. A few carriers have balked at the general approach, and in a few cities have established their own air freight pick-up and delivery services separate and apart from ACI. But this service is extremely limited. It is the forwarders' total committment to door-to-door service that has appreciably added to his ability to develop air freight traffic at a faster rate than the airlines themselves. The door-to-door committment is one of the forwarders main selling points. But to sell such service effectively the forwarder must tailor his operations to the needs of his own particular customers. This is why in my opinion a forwarder high expedite service would be more viable than the airline-REA concept. The high expedite services that have been and will continue to be created by the air forwarding industry are more tailored to individual shipper needs. These services are the right combination of airline and ground services to meet the peculiar requirements of the individual shipper. Competition can be relied upon to sort out which shippers will utilize which forwarders' service provided forwarders have an equal right to compete for this traffic.

REA'S SERVICE CONCEPT IS ECONOMICALLY UNSOUND AND SHOULD BE SCRAPPED

REA offers two distinctly different types of services: air terminal service and surface terminal service. REA personnel man all major air terminals (78 in number). Thus the scope of the air terminal service is comparable to the service of the major forwarders. The other manned stations are surface operations

installed during the heyday of the railroads when railroads passed through many small communities located along the right of way. Air service, of course, by-passes such communities by flying over them. Thus, in the world of air transportation, the utility of an REA station that is located away from air transportation's right-of-way is less than minimal.

REA started out as a chosen instrument of the railroads to handle small package traffic during a period when the railroads were virtually the method of transportation relied on by shippers for the bulk of common carrier service. REA first lost its "monopoly" at communities along the rail right of way when over-the-road trucking companies developed and began diverting the LCL traffic of the railroads. Since trucklines offered a superior service to that of the railroads, and more and more rapid passenger operations carrying "express" were phased out, REA has suffered a severe decline in surface business. That decline has rendered most of the REA surface terminals along the rail right of ways virtually useless to m ern transportation requirements.

Trucklines, air freight forwarders, ACI, UPS and even private carriage have established vast "feeder" service networks for freight gathering and distribution between the major hubs and the hinterland areas. These networks represent terminals on wheels. They are highly efficient. In contrast, REA has fixed place terminals which are a carry over from REA's heyday in the railroad era when trains would stop at all the points along the tracks. Transporation operating costs in the small package business are affected more by labor than any other single element. The more terminals that are used the greater the number of handling steps. Accordingly, REA's broad reliance on fixed place facilities increases its labor costs. And because REA interposes an off-airport surface facility between the shipper's door and the airport facility instead of

linking the shippers door directly to the airplane, service is adversely affected and costs are increased. REA has a second or third level staging or consolidation terminal system whereas in the air freight forwarder forwarding business staging or consolidation means airport consolidation for loading on aircraft. AFFA-302 illustrates the difference between the operations of REA and the air forwarders. REA's ground costs are 27% higher per pound than the highest cost air forwarder.

The airline-REA agreement ties REA to numerous airports that have very little service. REA provides a low quality service in comparison with air forwarders who have more flexibility at those points. REA runs "trippers" to the airport but only when volume justifies it (AFFA-R-15). Its operations therefore resemble "holding for consolidation" and as a result, the service in the hinterland deteriorates as compared with service in the prime markets.

REBUTTAL TO THE "NATURAL MONOPOLY" THEORY

REA and the airlines have asserted in their direct exhibits that "air express" service requires "monopoly" protection because the volume of the traffic produced at secondary and tertiary markets is too thin to support "competitive" service. Duplicative facilities and pick-up and delivery services inherent in "competition" are considered bad for the shipping public inasmuch as unit costs purportedly would be higher than under the present regulatory scheme. "Air express" is likened to a telephone company where the suppliers are limited so as to provide the lowest unit costs to the public.

The obvious rebuttal to these assertions is that the regulatory scheme in no way "protects" REA from competition from alternative types of transportation, be it parcel post, air forwarders or the airlines themselves. The airlines have already launched services competitive with REA under the joint small package tariff. Air forwarders are already licensed to serve any point in the United States and they are not prohibited from offering "express" type services. Recent rate innovations by the air forwarders (e.g. multi pick-up discounts) and the low air forwarder minimums make competition between REA and the air forwarders

to show airport cities with "salaried" surface offices not served by air freight forwarders. Two hundred and fifty four out of 283 of the cities shown are named in air forwarder tariffs (AFFA-R-9). The few remaining are served by connecting truck service.

For all its claims of vast service potential in the hinterland, REA's production of hinterland traffic is nil. REA claims that "offices" located at 127 cities with populations between 25000 and 50000 actually produced some traffic. But these "offices" only produced 6.9 shipments a day on the average. Cities in the 5,000 to 10,000 population category only produced two shipments a day. The remaining small points claimed by REA produced less than one shipment a day (AFFA-R-10).

The sparse production of traffic in the secondary markets is revealed still further in REA's May 1971 traffic survey. The top twenty percent of its "offices" in terms of population size, produced 96% of the origin revenues grossed by REA (AFFA-R-11).

A large number of exhibits have been submitted by the airlines and REA that purport to show that air forwarders garner the bulk of their traffic from the prime markets while REA does not. These exhibits are based primarily upon the CAB Form 244 station reports filed by the air freight forwarders and the CAB Airport Activity Statistics. The airline and REA exhibits contain a basic inaccuracy with respect to the percentage of air forwarder traffic that appears to be generated by the air forwarders at the prime markets. Schedule T-2 of CAB Form 244 requires the listing of the traffic at "each originating air station". In many cases the originating air station is a major or minor hub. Accordingly, the traffic gathered from all the regions around these hubs is reported as "air origin" traffic at that hub even though it actually originated in the hinterland.

survey that had traffic that could not be handled by other carriers was higher than the proportion such traffic is to REA's total traffic mix. REA's question as to whether shippers would use REA as a forwarder is ambiguous in that it does not specify the type of service contemplated by the question.

REBUTTAL TO PA-131

The participating air carriers attempt in exhibit PA-131 to suggest that REA's volume of traffic is too light to consolidate in igloo containers in prime markets. The airline suggestion is faulty because it (1) does not account for the fact that containers can be loaded with traffic for more than one city pair market (2) it assumes all departures offered by the airlines provide equal service and capacity (3) it ignores UPS's experience in the small package field. UPS has a lower average shipment weight than REA, but its average consolidation weight is 10,667 pounds.

REBUTTAL TO REA'S CLAIMS OF AN ADVANCED TRACING CAPABILITY

REA's exhibits reveal no special capability with respect to notifying shippers in advance of the scheduled delivery date of misroutings, missed connections, or delays in flight schedules. The airlines themselves are generally incapable of advising shippers in advance of scheduled delivery of these problems. REA is, of course, dependent on the airlines for much of its tracing information because of the nature of its working relationship with the airlines. To minimize tracing problems, the air forwarders have developed sophisticated computer systems which keep track of shipments en route. Any deviation in the scheduled routing is immediately recorded in the computer. Any time of the night or day a shipper can dial the phone and find out exactly where a shipment is and evaluate its progress. Moreover, the forwarder can

notify the shipper of problems in advance of expected delivery so that remedial actions that may be needed because of actual or possible delays can be taken by the shipper or the consignee. Shippers that are depending on critical parts for their assembly lines, for example, find this type of tracing capability invaluable. REA does not possess the type of high speed computer tracing capability that has become standard operating procedure in the air forwarding industry.

C.A.B. Docket 22388

AFFA-RT-2
Page 1 of 6

TESTIMONY OF GEORGE B. RYAN

(Rebuttal to REA-T-1 and REA-T-7)

My name is George B. Ryan, and I am Vice President-Traffic of Airborne Freight Corporation, with offices at the Colman Building, Seattle, Washington. I have been associated in various capacities with Airborne for 14 years and was with Pacific Air Freight for two years prior to the merger of those two companies in October of 1968.

I appear in this proceeding on behalf of members of the Air Freight Forwarders Association represented by the Association in this proceeding.

I. COMMODITY RESTRICTIONS

Airborne handles a wide range of commodities under its existing tariffs with the only restrictions being those specified in Airborne Rules Tariff No. 2, C.A.B. No. 21. (Airborne and other forwarders would lift these restrictions as necessary in the event they were granted air express service). For example, Airborne has specific commodity rates which specifically cover most of the items claimed by REA as their exclusive domain. In Air Freight Specific Commodity Tariff No. 2, C.A.B. No. 34, for example, the following commodities are listed: live animals; medical testing instruments and equipment, such as lung, liver and/or kidney machines, heart assist devices; surgical instruments; medical diagnostic machines; dental instruments; heart valves; other highly delicate scientific instruments; drugs, medicines and pharmaceuticals; growing plants and other nursery stock;

perishable fruits; and photographic materials, exposed or unexposed, including x-ray film. Radio active isotopes are carried by forwarders. For valuables, my company and others provide armed guard services and the scope could be expanded to meet any such need for express by appropriate tariff adjustment.

All of the foregoing frequently require special handling and the highest service standards which we meet routinely in the ordinary course of our present business. We have found that shippers of such items regularly facilitate movements of this type of traffic by frequently tendering the traffic at the originating airport and picking it up at the destination airport. This is not done in every case, however.

While the shipment is out of the shipper's control, meaningful tracing is of extreme importance, as well as a real time monitoring system which can confirm that nothing has gone awry or, if it has, can locate the shipment and notify the shipper of the facts so that intelligent corrective action can be taken while there is still time.

Both from REA's exhibits and as an experienced user of REA's service, it is my firm judgment that REA does not have the capability to provide the shipper with the necessary timely facts especially required for these type of shipments.

II. OFF-LINE TRAFFIC

Domestic airfreight forwarders provide a door-to-door service to off-line points outside the scope of their tariffs. This is accomplished on <u>prepaid</u> shipments by predetermining the best interchange point within the scope of their tariffs and the delivering carrier, surface or air, to the point

beyond. The delivering carrier's charges beyond the interchange point are predetermined and carried as an advance on the forwarder's bill at the charges called for in the delivering carrier's tariff.

In the case of collect shipments, the forwarder's charges to the point of interchange are advanced on the delivering carrier's waybill for collection by the delivering carrier. Under certain credit conditions, the forwarder will handle collect shipments beyond the scope of his tariff by billing all charges, including the delivering carrier charges, on his own airbill on an "open account basis."

The forwarder acts as agent for the shipper on either prepaid or collect shipments beyond the scope of his tariff.

* * *

The members of the Air Freight Forwarders Association participating herein do not maintain records which would permit us to identify the volume of movement of either high priority emergency shipments, such as medical supplies, as referred to above, or off-line traffic beyond the scope of the forwarder's tariff. Nevertheless, Airborne alone serves 62,800 pairs of points under its tariff. The important fact is that an off line service blanketing the nation and already covering virtually all commodities is held out.

III. FUNCTIONS PERFORMED FOR THE AIRLINES BY REA AND AIR FREIGHT FORWARDERS

This portion of my testimony is directed to statements appearing in exhibits submitted by REA which conclude that REA performs virtually all ground service functions for the airlines throughout the entire system, while the airlines perform

all ground service functions for all air freight. (REA-T-7, p. 3). The conclusion is then drawn that REA somehow, pro bono publico, overpays for the airlines' express service vis-a-vis freight services.

It is no doubt true that the airlines do in fact perform virtually all of the ground services for their own non-forwarder freight. However, 30% of air freight is tendered by air freight forwarders (AFFA-R-7, Docket 22387). And when the same size and type shipment is tendered in the same market by either REA or a forwarder, there is, in my view, no basis for concluding that the airlines handle the shipment in any different manner, unless the shipment is containerized, in which case freight handling costs are substantially lower than for air express.

Thus, for example, the forwarder cuts the airline airway bill, lot labels the shipment, segregates it, routes it and traces it all the way through from origin to destination. Some of the same functions are alleged to be performed by REA on "air express" shipments. In theory, therefore, there is a parallel between what the forwarders do and what REA does for loose freight at each step, and hence there is no basis for concluding that the substantial portion of freight which is tendered by forwarders is any more costly for the airlines to handle than "air express."

Indeed, there are many reasons why forwarder freight on the average is substantially less costly than "air express" for the airlines to handle.

First, forwarder freight is less costly than express

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and Eastern utilized on 28.4 percent. The B-747 belly space utilized by these carriers averaged 15 to 16 percent. And now the DC-10 is on its way into service. The problem is not lack of space to reserve. The problem is not enough traffic to fill the available space.

The airlines also suggest that the public would have a problem utilizing AFFA's alternative "express" proposal. They contend that the shipper would have to be a "genius at routing" and that the shipper would have difficulty finding the right flight. The obvious answer is that a high percentage of the public already brings air express traffic and "small package service" traffic to the airline counter. A shipper would have no more difficulty picking a flight to handle his "same day" shipment than he has choosing a flight for himself as a passenger. Moreover, the services of numerous air freight forwarders would be available to move the freight and select the best routing. With only a small volume of "same day" packages moving, the airlines would have no more difficulty handling such traffic than they have handling their own small package tariff traffic.

Rebuttal to REA-352

The details of REA's so-called elapsed time study were received by AFFA after the submission of Rebuttal Exhibits. I have since examined REA's underlying survey workpapers. The fatal flaw with respect to the REA survey is the fact that it is not representative. The survey was conducted by shippers that used REA on a regular basis. The workpapers indicate that many of the shippers use REA's daily pick-up service. The survey is not geographically representative, nor is it representative in terms of the broad spectrum of shipment sizes and weights carried by REA and air freight forwarders. Pick-up calls were supposed to be made at noon on the day of the test. These instructions were ignored by many of the test shippers. Many test shippers used regular pick-ups instead of making the call requested in the instructions. I was informed by the REA official in charge of the survey that in cases where the shipper used a particular forwarder for a scheduled daily pick-up other than Emery, the shipper was asked to call a different forwarder for the test.

The total number of shipments tested for Airborne, Shulman, REA and

Emery compared with their total 1970 shipments are as follows:

	REA Test Shipments	Total 1970 Shipments	% REA Test To Total 1970 Shipments
Airborne	90	1,519,789	.00005
Shulman	36	604,159	.00003
Emery	144	2,637,909	.00005
REA	144	8,232,124	.00002

A sample so small in relation to the total business conducted by these companies and so uneven with respect to testing of individual companies is clearly unrepresentative. Thus, a tabulation comparing totals for each carrier is invalid.